Board of Trade Journal

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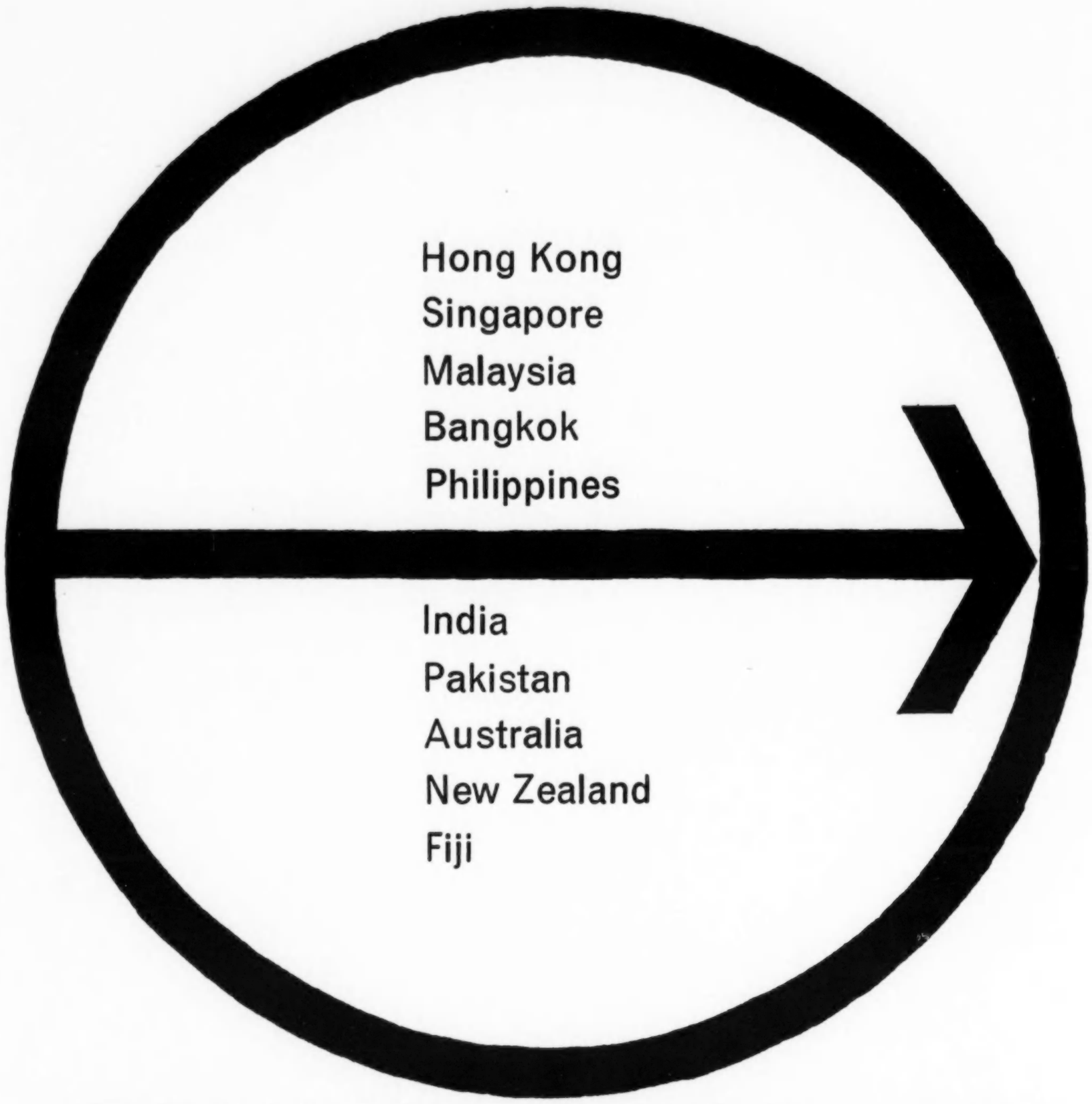

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Board of Trade Journal

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Front cover photograph

A Paxman diesel generator set, urgently required by the Zambian Government, being loaded into a Trans-Mediterranean air freighter for shipment to Lusaka. Similar power units, all designed and manufactured by the Colchester, Essex, engineering firm of Davey, Paxman & Co. Ltd., are regularly being exported all over the world, providing such services as the generation of electricity for the peoples of Peru; driving locomotives in Ceylon, Australia, East Africa and other countries; powering tugs on the Niger River, factory fishing vessels such as the 'Gillian Gaggins', which was built for the South Atlantic Islands Development Corporation; providing emergency electrical services for the two new crack Italian liners 'Michaelangelo' and 'Raffaello'; for Canadian, Australian, African and other ships throughout the world; powering oil-drilling rigs in the Middle East and providing emergency services for many of the world's banks, airports, broadcasting stations, hospitals and other services.

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IN TODAY'S HIGH SPEED WORLD ... THE GAS INDUSTRY THINKS OF TOMORROW

COMMERCIAL SERVICES FOR EXPORTERS—3

How insurance can help the exporter

By R. T. D. Wilmot, Secretary-General, British Insurance Association.

This is the third of a series of articles on commercial organizations whose advice and services are valuable aids to successful exporting. An article on banks appeared in the issue of April 29 and one on the work of chambers of commerce on May 20.

FIRMS WHICH RESPOND to the Government's drive for greater exports will find that the British insurance market is admirably placed to help them. It is worldwide in its interests, and the British industrial and maritime growth in the nineteenth century would not have been possible if at the same time our insurance market had not grown at an equal pace.

Those entering the export trade for the first time may feel that the insurance requirements are somewhat complicated, but they will find that the many companies transacting the various types of insurance business will be ever ready to help, as will the insurance brokers, and that the market has a worldwide experience of the intricacies of insuring international trade. Marine insurance is by far the most important of the insurance services required by the exporter. Marine insurance may be broadly divided into two categories, hull insurance, which concerns the insurance of the ships themselves and is of no direct interest to the exporter, and cargo insurance, involving transport risks by sea, land and air, as well as the incidental storage risks. The marine insurance market is comprised of more than 100 companies and also the many marine underwriting syndicates at Lloyd's. These two branches of the market work very closely together in technical and legislative matters so that, although there is keen competition between them for the available business, there is full co-operation to ensure that complete facilities are available for those involved in international trade.

The first Act of Parliament to regularize insurance, in the reign of Queen Elizabeth the First, defined the purposes of insurance in words which have become famous throughout the world:

> 'by means of which policy of insurance it cometh to pass that upon the loss or perishing of any ship there followeth not the undoing of any man, but the loss alighteth rather easily upon many men than heavily upon few, and rather upon them that adventure not, than those that do adventure, whereby all merchants, especially the younger sort, are allowed to venture more willingly and freely.'

This remains the essential purpose of insurance, and the underwriters of today are still ready 'to adventure'.

The first consideration of the exporter is whether responsibility for the insurance of the goods in transit falls upon himself or on the buyer. This will generally be determined by the terms of the contract of sale. The three principal terms of sale are f.o.b. (free on board), c.i.f. (cost, insurance and freight) and c. and f. (cost and freight). The important point to bear in mind is that where the type of contract places responsibility for insurance upon the buyer, the Sale of Goods Act requires that, unless otherwise agreed, when the goods are sent by the seller to the buyer by a route involving sea transport, the seller must give notice to the buyer to enable him to insure the goods during their sea transit. This applies to a sale under an f.o.b. contract even though, under such a contract, delivery is completed when the goods are put on board. If the seller fails to fulfil this legal obligation, the goods are deemed to be at his risk during the sea transit. Under the f.o.b. type of contract where ownership of the goods is transferred to the buyer as soon as the goods are placed on board ship, or under similar contracts, the seller has an insurable interest up to the point where transfer of ownership to the buyer is effective, and it is customary for the seller to obtain transit insurance covering that journey by land or water. The seller under a c.i.f. contract is bound to effect an insurance for the benefit of the buyer, and the policy or certificate of insurance must be delivered to the buyer together with the other shipping documents. The insurance must be arranged upon the terms current in the trade or in accordance with the terms of the sale contract or letter of credit. The seller's obligation to insure must be strictly complied with. If he does not effect an insurance the buyer is not bound to accept and pay for the goods although they arrive safely at their destination.

There is also the c. and f. contract where responsibility for insurance rests upon the buyer, either at his option or because legislation in the country of destination requires that the insurance shall be effected locally. There is a growing practice for foreign Governments to insist that imports shall be insured in their domestic insurance market. Nevertheless, the fact that insurance has to be arranged by the buyer does not necessarily mean that the seller has no risk. He may find himself involved in circumstances whereby ownership of the goods remains with him because the buyer either cannot or will not take up the goods and/or documents of title thereto. The prudent exporter making c. and f. sales should therefore arrange with his insurers that he has a contingency insurance in respect of these sales to protect his own interest in the goods in the event of the transaction not being completed.

Marine insurance

H. A. Turner in 'Insurance of Exports' defines a policy of marine insurance as a contract to indemnify the assured against loss of or damage to the goods proximately caused by the risks or perils insured against. The plain form of marine policy gives very restricted cover. It is not necessary here to enumerate the various perils referred to in the policy; it is sufficient to say that the goods are only insured against 'perils of the sea' such as heavy weather damage, stranding, sinking, collision, etc., and that there would be no cover for extraneous risks such as damage by other cargo, pilfering, breakage, etc. However, in practice, clauses are attached to the policy to give the appropriate protection. In the case of certain trades special clauses have been agreed between Marine Underwriters' Associations and Trade Associations to meet their particular requirements. For ordinary purposes, however, one of the sets of the Institute Cargo Clauses is used, and it is becoming increasingly common in the case of merchandise for the insurance to be arranged on All Risks conditions subject to the Institute Cargo Clauses (All Risks).

A factor which sometimes causes difficulty to the exporter is that the terms of the letter of credit may call for cover against most improbable risks or on conditions beyond those usually granted by underwriters. A banker pointed out in a speech recently that the law is clear that bankers must comply literally with the

provisions of the credit and are themselves responsible in the event of any departure from such provisions. In recent years the market has set up a consultative committee of Bankers and Insurers whose task it is to bring into line the terms of letters of credit with the usual conditions of cover granted by marine insurers.

Under a marine policy subject to the Institute Cargo Clauses basically, the goods are insured from the time of leaving the warehouse at the point or origin until they are delivered to the consignee's warehouse at destination or until the expiry of 60 days after discharge at the terminal port, whichever occurs first. A merchant not having a regular flow of business might be content to arrange separate policies in respect of each shipment without entering into any form of permanent contract with his insurers. The majority of merchants, however, wish to avail themselves of the automatic protection afforded by an open policy, that is, a policy issued for an agreed sum under which the exporter declares to his insurers each and every shipment. Where an open policy has been arranged the exporter may require certificates of insurance to be issued in respect of each shipment declared under the policy. These certificates, to all intents and purposes, take the place of an insurance policy. There are no rating tariffs in this country for marine insurance, and one of the most important factors in determining the premium to be paid by an exporter is, of course, the experience of his business to underwriters. It is therefore necessary that the exporter should co-operate with his underwriters in seeking to minimize losses by damage or theft during transit by, for example, ensuring that the packing is adequate and that there is no delay during the course of transit. Air cargo is particularly susceptible to theft because the items carried are often highly valued and easily portable, e.g. notes, jewellery and precious stones. A stricter control of security arrangements throughout the transit will assist in avoiding losses, and the contents of packages should not be disclosed by external marks and description.

There are many other ways in which insurance can help the exporter, and he will be well advised to discuss his export business with an insurance company or broker so that insurance arrangements are adapted to his own particular needs. In recent years, with the company executive spending more time in overseas markets and making many long journeys by air, there has been a great increase in demand for special personal accident cover (providing in addition to other benefits a substantial sum in the event of a fatality) for the benefit of executives while they are abroad. These short-period policies cost very little. One of their important advantages is that, since they are effected by the company rather than the individual, and any benefits are paid to the company for disposal at its discretion, these benefits can reach the dependents without being liable for estate duty. Products liability insurance is another aid to the exporter. Most companies which have such a risk are insured in respect of any liabilities within the United Kingdom, but most policies contain territorial limits beyond which cover will not be operative. If such companies enter the export trade it is important that they should have their policies revised so that these take care of any claims which may arise in the countries to which they are exporting.

Construction insurance

The growth of overseas contracting by British firms in the constructional industries has resulted in special attention being given to the provision of adequate insurance for the risks involved. The main risks to be insured normally fall under three headings, of which the first concerns the transit risk of all materials, plant, equipment, etc., to the overseas site: this is handled in the marine market in the usual way. The second covers all materials, plant, etc., while on the site and also actual work in progress during construction and until handed over. The insurers have endeavoured to provide in this respect a composite policy to meet most requirements, and the insurance under this section covers not only the cost of replacement of loss and/or damage on an 'all risks' basis (subject to certain exclusions), but also the contractor's third party liability in respect of injury to persons not in his employment and loss of or damage to property other than his own. Contractural liability in respect of hired plant may also be included. When there is a maintenance period under a contract, the insurance can be extended to cover this additional liability. The third involves the question of workers' compensation or employers' liability, which is sometimes difficult because of the differing laws in the various overseas countries. It is often necessary by reason of local legislation for this insurance to be placed with domestic insurers in the country in which the project is located. British companies are sometimes also prepared to provide tender bonds and performance bonds for reputable firms of contractors in respect of overseas contracts.

With many more British firms operating branch offices and subsidiaries abroad, any account of British insurance aid for our overseas trade would be incomplete without a reference to the branch representation of British insurance throughout the world. In the United States of America, Canada, Australia, India and other major countries of the world, the British insurance companies maintain a network of branches and agencies on similar lines to their local organization within the United Kingdom, and they also operate through subsidiary and allied companies. In countries where a British insurance company has no branch it is normal for it to operate through a local firm of agents who handle insurance and the settlement of claims on its behalf. Thus the manufacturing or trading concern which prefers to make its insurance arrangements within its countries of operations abroad rather than in London, can usually obtain a full insurance service locally with British companies.

Mr. Roy Mason to visit Yorkshire and Humberside Region

MR. ROY MASON, Minister of State, Board of Trade, is paying a one-day visit to the Yorkshire and Humberside Region today, May 27. The Minister is to visit firms with a good record of exports and to make personal contact with as many of those closely engaged in the export effort as is possible.

Mr. Mason will visit firms in Barnsley, Darton, Staincross and Monk Bretton, making carpets, rubber and plastics materials, textile machinery, electrical accessories and glass containers.

First annual meeting of CBI

SPEAKING at the first annual general meeting of the CIB in London on May 18, Sir Maurice Laing, President, said: 'Industry suffers severely from the national pastime of self-denigration. This is extremely bad for morale both within industry and throughout our nation. It is also damaging to our prestige and export performance overseas. There is very much more right with British industry than there is wrong.

'I recently had the opportunity of looking at the performance of several hundreds of firms who applied for the Queen's Award to Industry. I was most favourably impressed by these firms, both large and small, for their performance is truly magnificent. It clearly reinforced my view that a very large section of British industry is forward-looking, modern, inventive, incisive, dynamic, and internationally competitive. I was particularly impressed with the performance of many small firms who were most successfully battling against considerable odds. What I saw clearly shows that the inherent abilities of innovation, invention and initiative of the British are by no means a thing of the past. Our failures get publicized all too readily because they are generally much more newsworthy than our successes.'

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

State of Emergency announced by Prime Minister

MR. HAROLD WILSON, the Prime Minister, made the following statement in the House of Commons on May 23: 'I should like to make a statement about the proclamation of emergency under Section 1 of the Emergency Powers Act, 1920. As the House is aware, that Act, as amended by the Emergency Powers Act, 1964, provides that if at any time it appears to Her Majesty that events have occurred, or are about to occur, of such a nature as to be calculated, by interfering with the supply and distribution of food, water, fuel or light, or with the means of locomotion, to deprive the community or any substantial part of the community, of the essentials of life, Her Majesty may, by proclamation, declare that a State of Emergency exists; and Section 2 provides that where a proclamation of emergency has been made Her Majesty may, by Order-in-Council, make regulations for ensuring the essentials of life to the community.

'In advising such action the Government is following the precedents of 1949 and 1955.

'Regulations under Section 2 of the Act have been made this morning and are being laid this afternoon. My Right Hon. Friend the Leader of the House will be making a Business Statement tomorrow informing the House of the proposed changes in business which will enable the House both to debate the Government's action in establishing a State of Emergency and, if the House sees fit, to approve the regulations.

'The House will have an opportunity of studying the regulations laid and in addition to dealing with control of port traffic and other aspects of work in the ports, they will deal with certain aspects of internal transport and the maintenance of other public services and essential supplies.

'Perhaps I should inform the House that power is being taken also to make orders prescribing the maximum prices for foodstuffs. This power, and this is true equally of others which are made available under the regulations, is at this stage a reserve power only and the Government do not consider that the time has been reached when any orders under the regulations are immediately necessary and no use will be made of them unless the need arises. It was, however, thought essential that the powers should be taken and Parliament given adequate time to debate them. The Government will not, of course, hesitate to make use of the powers should this become necessary.

'We are proclaiming an emergency because the Government must protect the vital interests of the nation. This is not action against the National Union of Seamen. We want the dispute between the Union and the Shipowners to be settled as soon as practicable and my Right Hon. Friend the Minister of Labour has made it clear his willingness to see representatives of both sides whenever it is felt that he can help them to end this dispute. He has, in fact, been meeting both sides this afternoon.

'As was made clear to the Executive Committee of the National Union of Seamen when my Right Hon. Friend and I met them 10 days ago, the Government are well aware that one of the major contributory factors in this situation has been the failure over the years to deal with an out-dated and archaic system of regulation of the terms and conditions of seagoing employment, particularly, of course, the issues raised by the Merchant Shipping Act, 1894. But whatever the outcome of the present dispute, it is the Government's intention to arrange for a powerful, thorough and independent inquiry into all the complex issues affecting the terms and conditions of seagoing employment.'

Emergency Regulations

THE PROCLAMATION of May 23 and the Emergency Regulations* have been made under the Emergency Powers Act of 1920, as amended by the Emergency Powers Act, 1964, which gives the Queen the power to proclaim a state of emergency if there is a threat to the maintenance of supplies and services essential to the life of the community. The Proclamation expires after a month without prejudice to the issue of a further Proclamation.

These regulations came into force on May 24, 1966. They have been laid before Parliament and will expire after seven days unless continued by a positive resolution of both Houses.

The regulations have been drafted to cover a wide variety of situations, but it is not intended to make use of them unless the need arises.

The regulations specify that peaceful participation in a strike or peacefully persuading others to do so is not an offence.

The first two regulations relate to the control of ports and dock labour.

The next eight regulations relate to the relaxation of certain existing restrictions on road transport. These are provisional reserve powers and would only be used (either generally or for particular services or vehicles) if the situation required.

Regulations 16 to 20 enable the appropriate Ministers to give directions as to the supply of fuel, food and animal feeding stuffs, the restriction of postal services and home trade shipping. Regulation 18, which is introduced for the first time, enables the Minister of Agriculture, Fisheries and Food to control food prices if this becomes necessary.

Other regulations provide for the maintenance of law and order. There are also provisions for the enforcement of the regulations.

THE REGULATIONS

Regulation 1 provides for the Minister of Transport to give directions to port authorities or other persons so as to ensure the best use of the port and to avoid congestion.

Regulation 2 enables the Dock Labour Scheme to be overridden, but will only apply to any port or part of a port as specified by the Minister of Labour.

Regulation 3 provides for the Minister of Transport to authorize goods vehicles to be used without an A, B or C carrier's licence or outside the terms of an existing licence.

Regulation 4 provides for passenger vehicles to be used by permission of the Minister of Transport without a public service vehicle licence or without a road service licence.

Regulation 5 provides for the Minister of Transport to permit unlicensed persons to act as drivers or conductors of road passenger vehicles, to allow such vehicles to be used without conductors, and to waive the limits on the number of people who may be carried.

Regulation 6 provides for the Minister of Transport to permit the use on the roads of vehicles which do not comply with the Construction and Use Regulations.

Regulation 7 allows the Minister of Transport to dispense with the need for a test certificate for the use of a motor vehicle on the road.

Regulation 8 provides for the Minister of Transport to permit a driver under 21 to drive heavy goods vehicles and tractors.

Regulation 9 provides for the Minister of Transport to authorize the use of vehicles for which no excise licence is in force or the use of vehicles outside the terms of the excise licence in force.

Regulation 10 provides for the Minister of Transport to waive some of the formalities connected with (but *not* the necessity for) third party insurance.

Regulation 11 provides for the Minister of Transport to relieve the British Railways Board and the London Transport Board of their statutory obligations to carry passengers and goods and to provide certain services.

Regulation 12 provides for the Postmaster-General to regulate the volume and categories of mail entrusted to him so that the transport services available may be used to the best advantage; and to restrict public telephone, telegraph and telex services if in the last resort it became necessary to do so in order to safeguard the service given to police, fire, medical and other emergency authorities.

Regulation 13 provides for the Minister of Power (in Scotland, so far as concerns electricity, the Secretary of State) to relieve the gas and electricity industries of the obligation to supply gas and electricity in accordance with prescribed standards and to restrict supplies.

Regulations 14 and 15 provides for the Minister of Housing and Local Government (or the Secretary of State) to permit water and sewage authorities to take any action necessary which may be at variance with their statutory powers and obligations. Such permission might cover the reduction of water supplies or emergency arrangements for sewage disposal.

* The Emergency Regulations, 1966, SI 1966, No. 600, available from HMSO, PO Box 569, London, S.E.1. 1s. 9d.

Regulations 16 and 17 provides for the Minister of Power to control the distribution of solid and liquid fuels, gas and electricity.

Regulation 18 enables the Minister of Agriculture, Fisheries and Food to regulate by order the maximum prices of foodstuffs to such extent and in such manner as he may specify.

All food supplies are at present adequate, and the food trades have promised co-operation in keeping prices steady. This provision is therefore taken as a reserve power in case of any later developments which might make it necessary to regulate food prices. The power could be exercised in relation to any, or all, foods as the occasion might require.

Regulation 19 provides for the Minister of Agriculture, Fisheries and Food to give directions as to the persons to be supplied with food or animal feeding stuffs. There is no shortage of food or animal feeding stuffs, but their distribution may be uneven, and these powers are held in reserve.

Regulation 20 provides for the Minister of Transport to give directions to goods carriers concerning the goods which they should carry and the places between which the goods are to be moved.

Regulation 21 provides for the Minister of Transport to give directions to home trade shipping.

Regulation 22 relates to the requisitioning of chattels; it would enable motor vehicles and vessels to be requisitioned.

Regulation 23 authorizes the Secretary of State or the Minister of Public Building and Works to requisition land.

Regulation 24 is a reserve provision about billeting and is unlikely to be used.

Regulation 25 is a precautionary regulation making interference with the performance of essential services an offence of sabotage.

Regulations 26 to 30 deal with the preservation of public order and also make provisions for dealing with offenders against these Regulations.

Regulation 31 relates to enforcement. It also provides that a person shall not be guilty of an offence against the Regulations by reason only of his peaceful participation in a strike.

Regulations 32 to 34 relate to interpretation.

Historical Note:

The Emergency Powers Act, 1920, has been invoked several times in the past: twice before the war, in 1921 and 1926, and three times since the war, in 1948, 1949 and 1955.

Control on exports of live animals and meat

THE BOARD OF TRADE announce that at the request of the Ministry of Agriculture, Fisheries and Food arrangements have been made to stop temporarily the export of live cattle, sheep and pigs for slaughter and of meat.

Under the Export of Goods (Control) (Amendment No. 2) Order, 1966 licences will be required on and after May 21, 1966, for all exports of 'meat, fresh, chilled or frozen (including edible offal) of bovine animals, sheep and swine' other than exports from Northern Ireland to the Irish Republic.

In addition all licences issued are revoked to the extent that they authorize the exportation of live cattle, sheep or swine. The revocation is operative on and after May 21, 1966.

Copies of the Export of Goods (Control) (Amendment No. 2) Order 1966 and of the Revocation will be obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 10, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.35	Zinc sulphide	As in previous column	December 31, 1966	6868
28.40	*di*Ammonium hydrogen orthophosphate.	Di-Ammonium phosphate	December 31, 1966	6863
29.02	Tribromoethylbenzene, mixed isomers.	ar-tribromoethyl benzene isomers.	December 31, 1966	6827
29.08	*n*-Hexyldigol	Hexyl 'Carbitol'	December 31, 1966	6854
29.16	Calcium D-naccharate	As in previous column	December 31, 1966	3593
29.31	*iso*Thiocyanatomethane	As in previous column	December 31, 1966	4241
29.36	Sulphathiazole	As in previous column	December 31, 1966	6865
29.44	Virginiamycin	As in previous column	December 31, 1966	6867
31.05	*di*Ammonium hydrogen orthophosphate.	Di-Ammonium phosphate	December 31, 1966	6863
38.19	Prepared catalysts, in the form of spheres, containing silver or silver oxide dispersed with alumina or silica or compounds thereof, and which contain not less than 7% by weight and not more than 20% by weight of total silver calculated as Ag.	Catalyst in the shape of spheres containing metallic silver and/or silver oxide dispersed with alumina or with alumina and silica.	December 31, 1966	6871
31.02	Fertilizers consisting of ammonium nitrate and ammonium sulphate and containing not less than 25% and not more than 27% by weight of nitrogen expressed as N.	Ammonium sulphate nitrate.	December 31, 1966	6871

Reference to Monopolies Commission

IN ANSWERING A Parliamentary Question on March 10 Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the system by which a fixed charge is made for International Motor Insurance Cards ('green cards') issued by insurance companies to motorists taking their vehicles abroad. The reference was made on May 20 and a copy is published below.

Any person or organization wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regents Park, London, N.W.1.

THE MONOPOLIES AND MERGERS ACTS, 1948 and 1965

Reference to the Monopolies Commission

International Motor Insurance Cards

WHEREAS it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, as amended and extended by the Monopolies and Mergers Act, 1965, applies prevail as respects the provision in the United Kingdom of insurance in respect of third party risks arising in connection with the use in countries outside the United Kingdom of road vehicles insured and ordinarily used in the United Kingdom:

2. NOW, therefore, the Board of Trade in pursuance of Section 2 (1) of the Act of 1948 as so amended and extended, hereby refer to the Monopolies Commission for investigation and report the provision in the United Kingdom of such insurance aforesaid:

3. The Commission shall as respects such provision investigate and report on whether the conditions to which the Act of 1948, as so amended and extended, applies in fact prevail.

4. The Commission shall, if they find such conditions prevail, also investigate and report whether the said conditions and any things which may be done by the parties concerned as a result of, or for the purposes of, preserving, those conditions operate or may be expected to operate against the public interest:

5. The Commission shall in investigating whether the said conditions prevail for the purposes of the reference limit consideration to conditions which prevail or may prevail by virtue of arrangements or practices whereby insurers charge uniform prices for the issue of International Motor Insurance Cards.

Dated this 20th day of May 1966.

A SECOND SECRETARY OF THE BOARD OF TRADE.

MOVING TO A DEVELOPMENT AREA – 2

Morganite Resistors' success in north-east

This is the second of a series of articles outlining the success stories of representative firms who have moved to Development Areas in recent years.

THE RECENT announcement that Morganite Resistors Limited, of Jarrow-on-Tyne, has received the Queen's Award for its export achievements puts the seal on 18 years of remarkable progress by this firm and indicates what can be done by enterprising companies in development areas where expansion presents no major problems. It was in July 1948, that Mr. Harold Wilson, then President of the Board of Trade, officially opened Morganite's first factory of 92,000 square feet on the Bede Trading Estate, Jarrow. In late 1957 another 70,000 square feet, which included a fine, modern suite of offices, was added; six years later the company opened its third factory, of 56,000 square feet; and work is now going ahead on a fourth unit of 20,000 square feet which is expected to be ready for occupation this summer.

Concurrent with this impressive rate of physical growth, Morganite Resistors, a wholly owned subsidiary of the Morgan Crucible Group, has increased its labour force from 120 to 1,500 and its annual turnover from £300,000 to over £2½ million, of which £850,000 is accounted for by exports.

The company's exports, largely fixed carbon resistors, represented approximately 65 per cent of the total United Kingdom resistor exports in 1964 (last available yearly figure). Sales alone to the United States, Morganite's largest export market, rose from 8,000,000 resistors in 1963 to 120,000,000 in 1965.

But before such a successful onslaught could be made on home and overseas markets Morganite had to operate from a solid base. Previously their products, used in almost every branch of the electrical industry, had been made at three separate units of the Morgan Crucible Company, in London, Worcestershire and Warwickshire. But it was felt that this emergency war-time arrangement made in the national interest was, for sound financial reasons, not desirable in peace-time. And so it was decided to seek a new home where all manufacture could be carried out under one roof and where space was also available for expansion.

In 1947, after a wide search, the parent group decided to establish its subsidiary company at Jarrow. The choice was governed by the following objectives:

(1) The company wanted a satisfactory site with adequate room for future expansion;
(2) An adequate source of good quality, adaptable labour and staff either sufficiently skilled to deal with the company's manufacturing requirements, or, alternatively, readily adaptable and trainable;
(3) Good communications by rail, road, sea and air to deal with transport of raw materials and finished products and with people – staff, customers or other visitors;
(4) Good facilities for educational training at all levels;
(5) Good housing and recreational facilities for the executive and key staff to be brought into the area to form the basis of the team to build up a new business;
(6) Government financial assistance, should this prove necessary.

Good factory site

A wholly adequate building was acquired due to a practical understanding shown by the then North East Trading Estates Limited. 'In 1966, some 18 years later,' states Mr. R. J. Morrison, MIEE, managing director, Morganite Resistors Limited, 'we have three additional factories and several extensions, and can in no way fault the general services, power supplies, and road systems or access provided to this excellent little industrial estate. If I had a criticism it would concern the provision of car-parking space, but who would have foreseen 20 years ago the tremendous growth in car-owning population? All our factories have been tailor-made to suit our particular requirements without the need to find capital to provide them, and leaving us little to contribute to the cost except where our special requirements were of no value to a subsequent tenant.'

The labour forces

'In setting up the factory,' says Mr. Morrison, 'we were looking for a labour force of some 500 people. Of these it was envisaged that 60 per cent would be female operatives having no particular skills, but with good eyesight and manual dexterity and, if possible, some factory experience. Some 20 per cent were required to be trained toolmakers, fitters, machine tool setters, or unskilled men for general work. The remainder were to be men and women capable of administering, selling, production planning, supervising production, engineering, controlling processes and product performance, and of developing both the products and also the equipment to make and test the products of the future.

'We were prepared to employ only the best available staff throughout the factory, and this policy has been adequately rewarded. We have always had available a very high-calibre female labour force capable of making components, assembling these components, of testing and inspecting our products, and of manufacturing, using involved and delicate processes, the radio resistors which have formed half of our sales turnover throughout the last 18 years. These girls have proved readily trainable, capable of the required manual dexterity and capable of approaching their work with the quality of the Company's products in mind. Direct or indirect incentives have been applied to most jobs on which female operators are engaged, and their rewards have been as high as any in this area. Dealing with the male factory workers, there has always been a shortage of men having the higher orders of skill, but this is a common problem throughout the country.

'The supply of supervisory staff to control production has been adequate for our needs, and it is interesting to note that the initial operation was set up by less than 10 people previously engaged on this work at our London and Midlands factories. The supply of commercial, financial and accounting staff has always been adequate, and in the main our staff employees have shown a loyalty to the company and a dedication to their job at least equal to that which I have experienced in any other part of the country.'

Communications

Because of the nature of the products made by Morganite Resistors there are no components, raw materials or finished products which are large in the generally accepted sense. For example, a typical volume control would almost fit into a matchbox, and 50 radio resistors would scale one ounce. With lightweight and small-size products the distance from sources of raw materials and customers is of lesser consequence, and this has offset the problem of communications to the North East. Until recently the company has been satisfied with rail and road transport facilities, and it has never found it necessary to operate its own transport fleet, since a high percentage of its dispatches may be made by parcel post. 'The ports of this area have proved excellent in dealing with our ever-increasing export shipments,' says Mr. Morrison, 'and it has been our general experience that the service is quicker than when we operated in the London and Birmingham areas.'

Education and training

'We have not,' he adds, 'experienced much difficulty in obtaining an adequate supply of men capable of designing, constructing and maintaining electronic equipment, although it has been said that the North East is deficient in people having these skills. Electronics was, and sometimes is, thought to be the prerogative of the South of England, but every area of the country is deeply involved in the use of electronic devices no matter what its traditional industries may happen to be.' With the willing co-operation of the Universities of Durham and Newcastle and the Rutherford College of Technology, Newcastle, together with the technical institutions of Sunderland, South Shields and Hebburn, courses have been arranged to cover the needs of electro-mechanical industry.

Housing

From time to time throughout the last 18 years the company has been confronted with housing problems, particularly a shortage of suitable accommodation for people of executive rank. It was also

(*Continued on page* 1176)

Visit of Rumanian Minister of the Metallurgical Industry

MR. ION MARINESCU, Minister of the Metallurgical Industry in Rumania is on a visit to the United Kingdom from May 22 to 29 at the invitation of Mr. Douglas Jay, President of the Board of Trade. Mr. Marinescu will be accompanied by the directors of two steel works in Rumania, a member of the Directorate of Steel Production and the Head of the Technical and Economic Office at the Ministry of the Metallurgical Industry.

During his visit Mr. Marinescu will meet Mr. Douglas Jay and other members of Her Majesty's Government. Visits will be paid to several steel works, and talks have been arranged with officials of the iron and steel industry and the steel works plant industry.

Notes:

Trade with Rumania is expanding slowly but steadily as the figures below indicate:

	1963	1964	1965	£ million
United Kingdom imports	7.4	8.9	11.1	
United Kingdom exports	12.0	8.2	9.6	

United Kingdom exports to Rumania consist mainly of plant machinery, chemicals and other industrial goods.

The United Kingdom imports from Rumania substantial quantities of maize, timber, dairy products and wooden furniture.

British machine tools for Poland

A POLISH ENGINEERING delegation which has been visiting British machine tool manufacturers over the past fortnight has now returned to Warsaw. The primary object of the delegation was to investigate the possibilities of further purchases of British machine tools, over the three-year period 1966-68. Poland expects to import British equipment for the manufacture of machine tools, engines, bearings, fuel injection pumps, gears, motor vehicles and tractors, in connection with current Polish investment programmes. Of particular importance at the moment is the planned manufacture in Poland of Leyland engines.

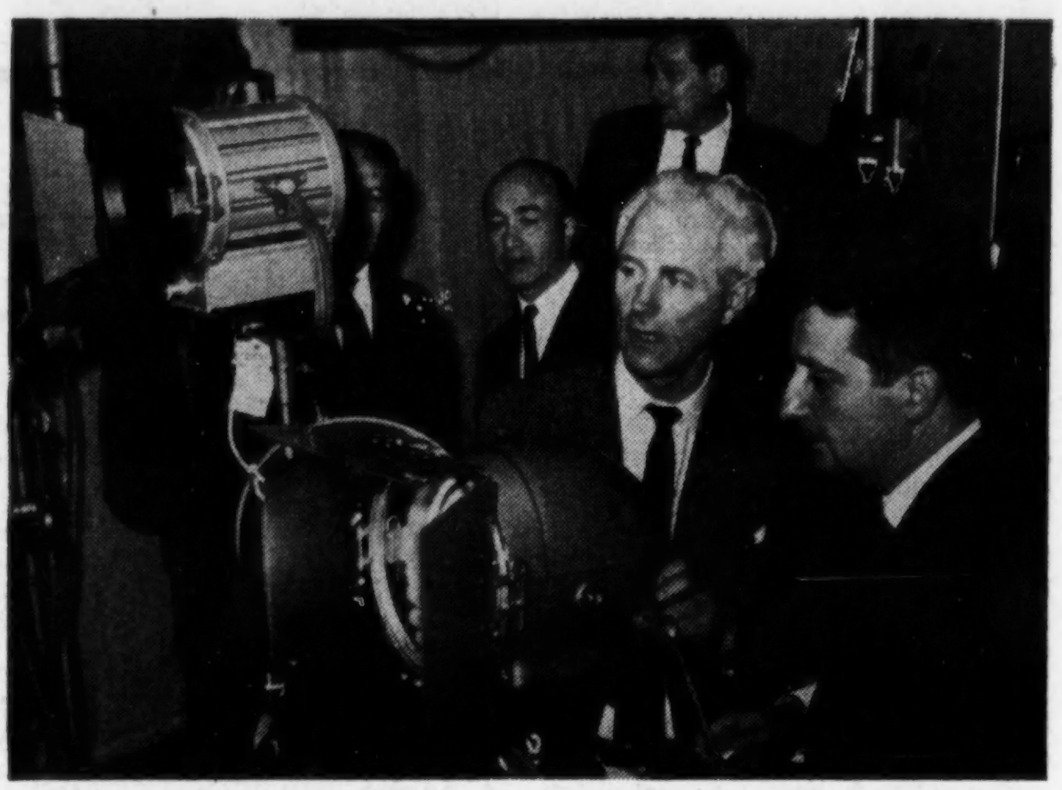
The delegation also discussed the possibility of further co-operation and licensing agreements with British firms, including the manufacture of British machine tools in Poland both for the home market and for export. Exports of Polish machine tools to Britain were also discussed.

The delegation visited factories in Scotland, north and north-east England, the Midlands and the London region. Members of the delegation, which represented importers, users and manufacturers of machine tools, were impressed by the further modernization of British industry since they last visited this country.

British consumer goods for Japan?

BUYING EXECUTIVES from six of Japan's biggest department stores, between them representing 23 branches in almost as many cities, arrived in London this week. All these firms are members of the Japanese Merchandising Association. This group are on a round-the-world trip covering most Western European countries, including Scandinavia and a coast-to-coast look at the United States. Britain has an adverse balance of trade with Japan running at about 25 million sterling annually. The large part of this figure is accounted for by consumer goods.

The Japanese delegates are spending three days in London and visiting Harrods, Marks & Spencer's head office in Baker Street, the Council of Industrial Design, and a display of Scottish merchandise at the London offices of the Marketing Association of Scotland.



A party of television lighting experts from Rumania was among the representatives from five European countries who recently saw a demonstration of new developments in TV and film studio lighting techniques at the new Thetford (Norfolk) factory of Mole-Richardson (England) Ltd. Here Mr. Dave McNeilly, of Mole's sales department, is demonstrating the new Dualite lamp to Mr. Dumitru Cenda (right foreground) and Mr. Ricci Tiberiu (seen behind Mr. McNeilly's right shoulder). In the background are Mr. B. Obermann, who represents the company in Germany (on the right) and Mr. Eric Wolfensohn, the general sales manager (part hidden by lamp on left).

Export conference at Leicester

A ONE DAY CONFERENCE on 'Making use of Government Export Services' was held on May 24 at Leicester, arranged by the Export Research Group. Among the speakers at the conference were Mr. H. Birtles, director, Export Services Branch, Board of Trade; Mr. J. Rooke, HM Counsellor (Commercial), British Embassy in Rome; and Mr. P. Jones, Principal Information Officer of Export Credits Guarantee Department.

Leicester Chamber Mission to Far East

THE REPORT of a Leicester Chamber of Commerce Mission to the Far East from February 19 to March 12 has now been published. The Mission was organized following a visit to Leicester in the summer of 1965 by Mr. P. R. T. Dain, the Second Secretary (Commercial) at Bangkok. Mr. Dain spoke of the excellent trade relations which existed between the United Kingdom and Thailand. In July 1965 the Committee for Exports to Asia invited Chambers of Commerce to send a selling mission from Britain to Hong Kong to coincide with the British Week which was to be held from March 3 to 12, 1966.

Advice received from the Committee for Exports to Asia indicated that articles from Leicester would find a good market in Singapore and Malaysia. Furthermore if a stop-over in the Middle East was desired it was suggested that Beirut would be a place where the market might be explored.

The Report is available from Leicester and County Chamber of Commerce, 3 Granby Street, Leicester, at 5s., post free.

SUCCESS IN NORTH-EAST, *continued*

difficult to obtain houses through the local councils who were faced with long housing lists. 'Although we may not have been as generously treated as we may have wished,' says Mr. Morrison, 'I believe that the treatment was fair. As their problems have eased, so the councils have recognized our needs and have provided housing swiftly and generously.'

Financial assistance

Financial assistance was not sought by Morganite Resistors in setting up its original undertakings in the area, but it was always known that it would be available should it have been required.

Conclusions

With a continuing demand both at home and overseas (besides its excellent achievements in the United States market, the company also exports in large quantities to many other nations, including Hong Kong, Japan, Scandinavia and Europe) for its products, and a reputation for quality, reliability and prompt service, Morganite Resistors has reason to feel confident about the future. As Mr. Morrison sums up: 'We have modern, custom-built factories, a good quality labour force, both adaptable and co-operative, satisfactory labour relationships, adequate communications, excellent co-operation from local authorities and other bodies, and adequate housing and recreational facilities.'

If it had known in 1947 what is knows now, would Morganite Resistors still have come to the North East of England?

'Undoubtedly, the answer is "Yes" ', says Mr. Morrison.

British overseas commercial representatives' visits during June to August, 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during June to August 1966.

CANADA (Vancouver)	J. C. C. Sloman	Assistant British Trade Commissioner	July	In present post since 1964.
LEBANON (Beirut)	M. B. Eaden	First Secretary (Commercial)	July	In present post since 1963.
PARAGUAY (Asuncion)	S. Stephenson	First Secretary (Commercial)	July	In present post since 1964.
UNITED STATES (Chicago)	P. W. R. G. Haley, M.B.E.	Deputy Consul General	August	In present post since 1964.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, were listed at page viii of the *Board of Trade Journal* of March 18, 1966). Those firms and organizations other than in the Eastern Region and the London and South Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, The Ministry of Commerce, Belfast, are also available for consultation on export matters.

Canadian electric power mission to Britain

BRITISH ELECTRICAL manufacturers plan to present an impressive 'shop window' to an important Mission from electric power companies in the Atlantic Provinces of Canada arrived in Britain on May 23. The Mission, led by the Hon. G. I. Smith, Minister of Finance and Economics, Government of Nova Scotia, and chairman of the Nova Scotia Power Commission, has been arranged by the British Electrical and Allied Manufacturers' Association with the co-operation of the British National Export Council. The Central Electricity Generating Board are also giving British manufacturers their full support by providing facilities for visits to power stations and a discussion on high voltage DC transmission and the economics of the British designed advanced gas-cooled reactor for nuclear stations.

Improved passenger, car and container services to Continent

AN £8 MILLION two-year programme for the remodelling of Parkeston Quay (Harwich) as one of the main gateways to Central and Northern Europe was announced on May 18 by Mr. Stanley Raymond, chairman of the British Railways Board. The project has been approved by the Ministry of Transport.

The proposals include the building of a new roll-on, roll-off passenger and vehicle ferry for the Hook of Holland route and two cellular ships built to handle containers to International Standards Organization specifications on the Parkeston Quay/Zebrugge service. The latter will provide a completely integrated door-to-door service between the United Kingdom and anywhere on the Continent, and the lower unit costs inherent in the system will enable the railways to offer exceptionally cheap through rates.

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in April. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal*. Since the campaign started, nearly 12,500 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licencees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	April 27, 1966	
808,446	Tubb J. F.	Portable covers for vehicles.
912,154	Mallofre S. G.	Pneumatically operated starters for internal combustion engines.
917,113	Richard, P. P.	Reversible drive mechanism.
964,885	Gevaert Photo-Producten N.V.	Electrophotographic materials.
998,509	Chinoin Gyogyszer es Vegyeszeti Termekek Gyara RT.	Preparation of 1,4-disubstituted piperazine derivatives.
	April 28, 1966	
741,864	Silvercrown Ltd.	Electrodeposition of alloys.
857,296	The De Havilland Aircraft Co. Ltd.	Wire wound potentiometers etc.
857,297	The De Havilland Aircraft Co. Ltd.	Space winding wire wound potentiometers etc.
884,830	Brisco, J. A.	Gauge for measuring absolute or cosmic velocity etc.
890,845	Dennis Brothers Ltd.	Refuse collection vehicles.
899,028	Montan-Union Handelsges, m.b.H.	Electrolytic manufacture of iron.
914,849	Brown, Boveri & Co. Ltd.	Protection of a semi-conductor rectifying element.
935,080	Societe des Etablissements Rivierre-Casalis	Intermittently-acting clutch gear.
960,086	Solvay & Cie	Polymerization of olefines.
971,940	Gevaert Photo-Producten N.V.	Photographic material.
983,648	Gevaert Photo-Producten N.V.	Preparation of colour couplers for cyan.
1,008,694	Gevaert Photo-Producten N.V.	Silver halide emulsions.
1,009,848	Ateliers Diederichs, S. A.	Pneumatic control for the main reciprocatory movements of a loom.
	May 5, 1966	
977,084	Regie Nationale des Usines Renault	Compressed-air systems.
981,633	Regie Nationale des Usines Renault	Vehicle suspension systems.
988,574	Regie Nationale des Usines Renault	Motor vehicle wheel and disc brake units.
986,668	Regie Nationale des Usines Renault	Converting methane into carbon monoxide and hydrogen.
1,002,108	Glaverbel.	Steerable vehicles.
	May 6, 1966	
1,013,345	Gevaert Photo-Producten N.V.	Photographic copying processes.
	May 10, 1966	
899,468	Maschinenfabrik Winkler, Fallert & Co. A. G.	Apparatus for controlling the impression pressure in a rotary printing machine.
920,637	Gevaert Photo-Producten N.V.	Light-sensitive colloid silver halide photographic elements.
926,021	Philco Corporation	Making of metal-to-vitric material seals.
927,226	Philco Corporation	Contacting and testing of thin fragile structures.
950,316	Regie Nationale des Usines Renault	Flexible couplings
967,276	Regie Nationale des Usines Renault	Device for maintaining automobile doors in a given position of opening.
989,782	Regie Nationale des Usines Renault	Upholstery of seats etc. of automobiles.
	May 13, 1966	
871,115	Bird, W. G.	Electromagnetic motor devices.
885,934	Auxilec.	Electromechanical constant speed driving systems.
911,102	Haag, Emil	Cliche mount.
916,573	Societe Chimique de Gerland	Coating compositions
919,356	Commissariat a l'Energie Atomique	Apparatus for manipulating capsules to be located in an irradiation channel of a nuclear reactor.
925,923	Houilleres du Bassin du Nord et du Pas-de-Calais and anr.	Deuterium isotope catalytic exchange reactions.
926,319	S. A. Geoffroy-Delore	Cable stranding mahcine.
926,320	S. A. Geoffroy-Delore	Controlling device for a stranding machine
938,655	Bardos, E. I. and anr.	Transistor D. C. converters (Inverters).
956,413	Compagnie des Transmissions Mecaniques Sein-Doubs-Isere	Transmission chains.
963,457	Lammeyer, K.	Cabinets.
964,880	Gevaert Photo-Producten N.V.	Electrostatic recording.
964,881	Gevaert Photo-Producten N.V.	Electrostatic records.
964,882	Gevaert Photo-Producten N.V.	Electrostatic recording
964,883	Gevaert Photo-Producten N.V.	Electrostatic recording
981,232	Lumalampan Aktiebolag	Mercury vapour lamps
994,275	Gerendas, M.	Endoprostheses.
997,676	Spear & Jackson Ltd.	Horticultural tools.
1,001,061	Gevaert Photo-Producten N.V.	Sensitized photographic silver halide emulsions.
1,010,606	Glaverbel	Protection of barriers in glass furnaces.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

DEA Progress Report, May 1966

THE MAY 1966 issue of DEA *Progress Report* was published on May 19. The Report, which is published monthly by the Department of Economic Affairs in two sections, an Economic section and an Industrial and Regional section, contains articles on The Selective Employment Tax, the 1966 Census, and, in the Industrial and Regional section, the future of Shipbuilding and the main findings of the Ministry of Labour nation-wide survey of the unemployed in 1964.

Monopolies Commission report on proposed fisheries merger

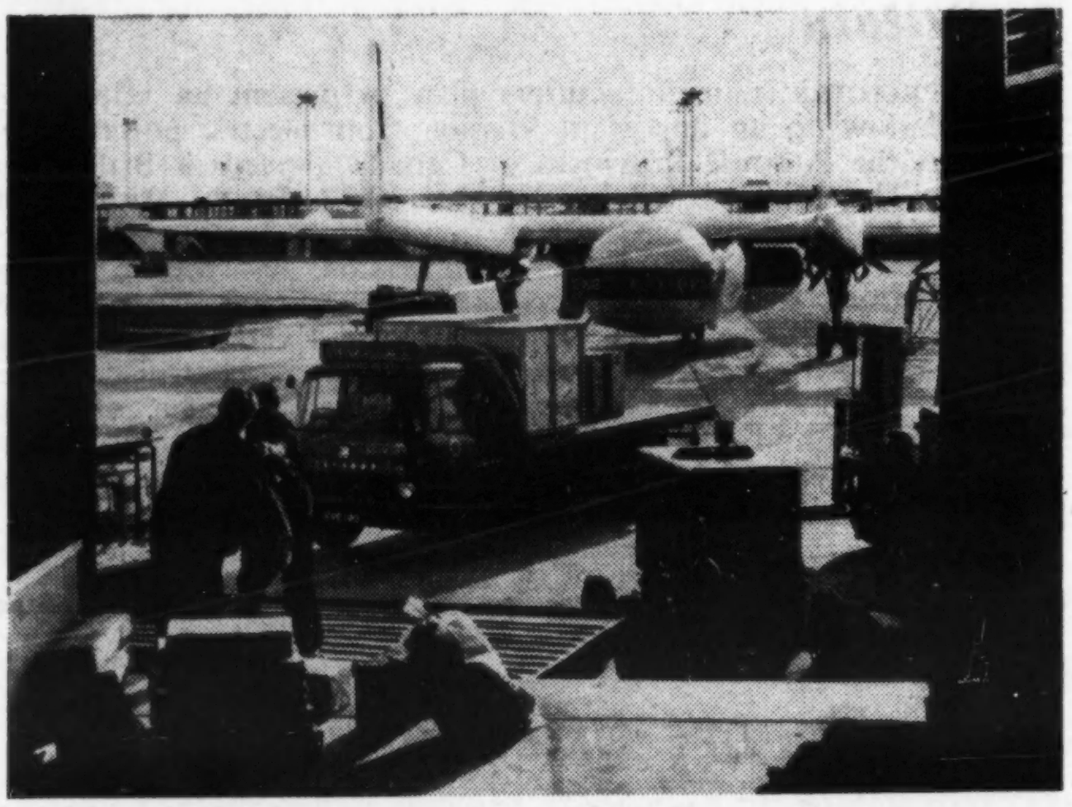
A REPORT of the Monopolies Commission on the proposed merger between the Ross Group Ltd. and Associated Fisheries Ltd. was published on May 24. By a majority of 6 to 2, the Commission concluded that the merger could be expected to operate against the public interest and recommended that the merger should not be allowed.

The President of the Board of Trade answering a question on the day the report was published said that he accepted the majority view of the Commission. A summary of the Report will be published in the *Board of Trade Journal* on June 3. Copies of the full Report may be obtained from HMSO.

Consideration of mergers

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965 the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition of Engineering Production (Clevedon) Holdings Limited by Cam Gears Limited to the Monopolies Commission under the provisions of the Monopolies and Mergers Act 1965.

GLASGOW'S NEW AIRPORT

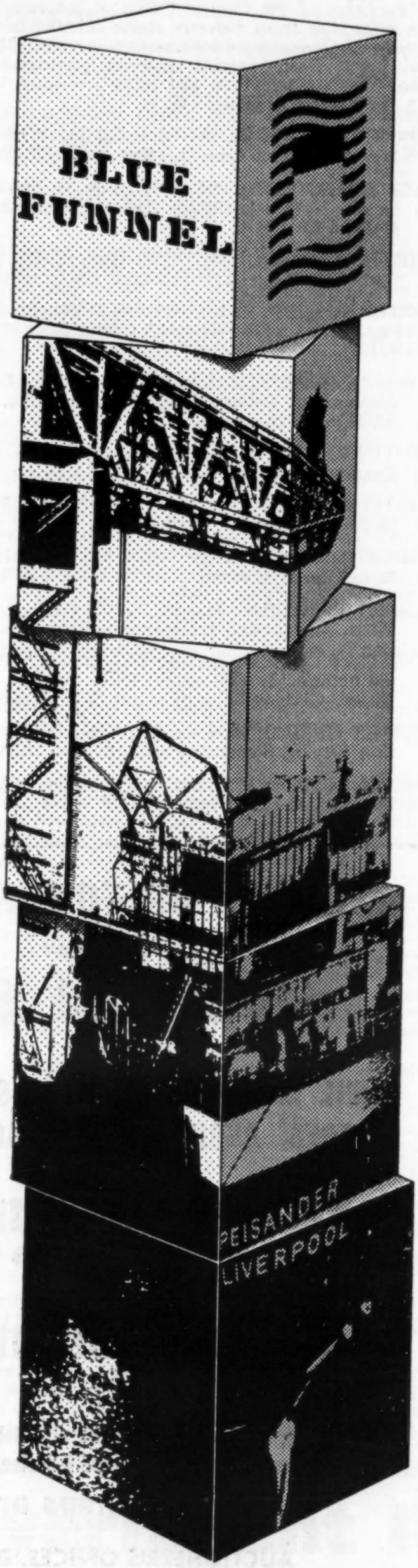


Glasgow's new airport at Abbotsinch was opened recently and is available to handle both passengers and freight. Picture above shows the new cargo terminal with a BEA Argosy waiting to be loaded.

Extension to chemical plant at Dumfries

A MAJOR extension to its pentaerythritol plant at Dumfries is to be built by ICI Nobel Division. The extension, which will be completed early in 1968, will make the Dumfries unit the largest pentaerythritol plant in Europe, and the third largest in the world. Existing capacity will be increased by 5,000 tons a year.

The paint industry, by far the largest customer for pentaerythritol, converts the material into alkyd resins and rosin esters, important ingredients in modern quick-drying, high-gloss, durable paints. There are considerable overseas markets for pentaerythritol and it is expected that the bulk of the new production will be exported. Already, this company exports pentaerythritol to 39 countries throughout Europe, the Commonwealth, the Middle and Far East, and South America.



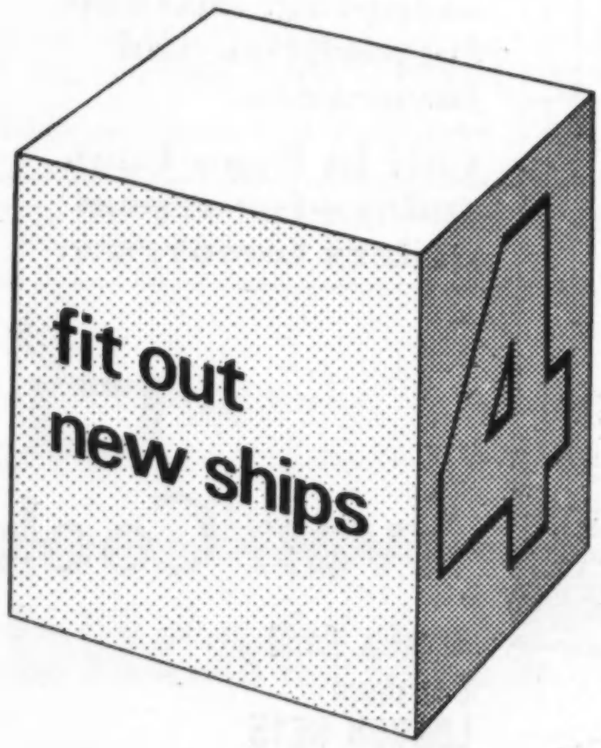
Now fitting out the second 13,000 ton cargo liner of the Priam Class, one of the four now building for Blue Funnel

At this stage, main engines and machinery are being installed, with other automated equipment specified by Blue Funnel to ensure the high speed efficiency of their 21 knot cargo liners

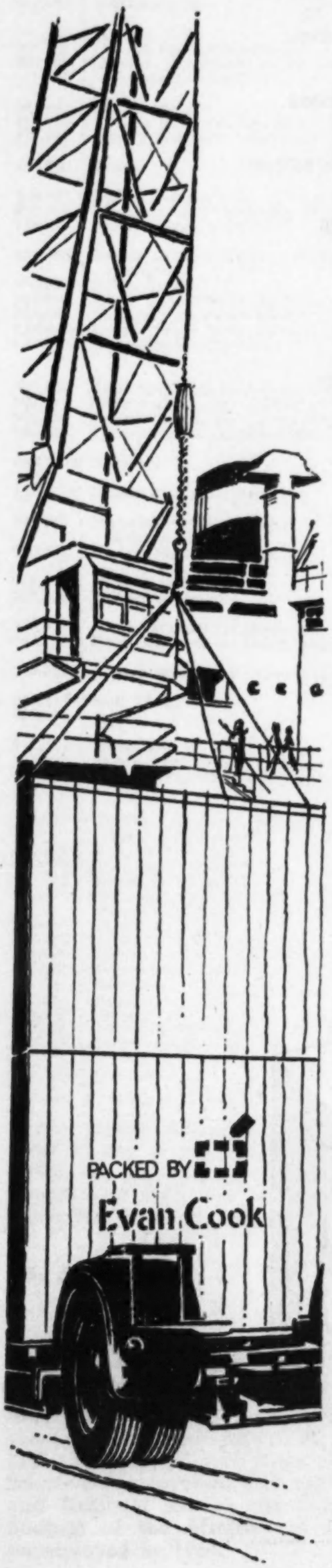
Ship BLUE FUNNEL to the Far East and Australia

new ships... new schedules... new berths... new horizons

BLUE FUNNEL · INDIA BUILDINGS · LIVERPOOL 2
TELEPHONE · STD/051 CEN 5630 · TELEX 62236



Evan Cook



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EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information; who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 (message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2) – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501. *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

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Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
June 2	**Quantity of underground electric cable as laid, for removal from RAF Station, North Pickenham, Norfolk.**	**North Pickenham is approximately 3 miles from Swaffham, Norfolk, on the Swaffham-Watton Road. Sale at 'George' Hotel, Swaffham.**	**Cruso & Wilkins, 27 Tuesday Market Place, Kings Lynn, Norfolk. (Tel. 3111.)**
June 7 & 8	**Clothing and footwear, machine tools, electrical and radio equipment, miscellaneous stores.**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L) Market Square, Bicester, Oxon. (Tel. Bicester 2073.)**

Clothing, footwear and textiles. Large quantities of unworn civilian clothing and footwear including 5,100 sports jackets, 3,750 pairs flannel trousers, 5,000 single and double breasted suits, 650 officers mackintoshes, 20,250 men's double and single breasted raincoats, shirts, collars, leather gloves, assorted felt hats, 12,000 pairs men's brown and black Oxford and Derby shoes (various sizes); 13,000 pairs men's black leather ankle boots; ladies' brown leather shoes (various sizes); anti-gas rubber overboots and other protective clothing; many thousand pairs woollen socks of various sizes and colours; long and short woollen drawers; string vests; air travel suits; khaki shirts; pullover jerseys; pyjamas; single bed sheets; single and double interior spring mattresses; single hair mattresses; assorted pillows; child's pillow slips; 3½ tons woollen rags; cotton and calico rags; coir matting; assorted carpeting; 4 tons hessian; assorted saddlery accessories; hemp and nylon rope.

Machine tools. Goodbrand rope tester 4 ton; Pollard & Co. pillar type drilling machine ¾″ 400v; Herbert No. 1 plain hand feed milling and horizontal plain milling machines; pedestal drilling machine; hand operated shaping machine; hacksaw blade testing machine.

Electrical and radio equipment. Including large quantities of transistors; rectifiers; capacitors; condensers; potentiometers; amplifiers etc; 7,200 electronic valves; Hammerlund S.P. 600 & RCA AR88 receivers; Marconi standard signal generators; telephone equipment and spares; 1,500 yards Enfield power cable; assorted electric valves; electric furnace 2 kW, 200/230V.

Miscellaneous stores. Avery, Vandome & Hart, Siddons, John White, Duros platform machines; Morris petrol engines and gear boxes 13 h.p; 280,000 feet assorted welding electrodes including steel armour 4, 6 and 8 SWG, aluminium alloy 5 per cent silicone 8 SWG, cast iron non-machineable 10 and 12 SWG, bronze 8 and 12 SWG; welding rods bronze silicone ¼″; manganese 9 per cent aluminium alloy ¼″; 12 British Automatic Co. embossing machines; 3 tons assorted steel racking; Marco refrigerator, type QJ; adjustable conveyor stands 18″ x 31″; curved conveyors; gravity rollers; blocks and tackle; snatch and chain blocks, pulley blocks; miscellaneous jack spares; Hollebone draw bars Nos. 3 & 4; recovery uplift attachments; steel wire rope 1⅛″ diameter; 1 ton scrap batteries; steel pallet panels; 40 gallon drums; wooden packing crates and boxes; steel helmets; quantities of furniture including wooden lockers; wooden and steel filing cabinets; folding and stacking chairs; sideboards; tea trolleys; writing desks; chests of drawers; assorted crockery and kitchenware; 10,550 clasp knives; 11,600 jerrycan type water containers 4½ gallons; various paints; camping equipment.

June 9	**Radio and electrical equipment, miscellaneous stores**	**No. 14 Maintenance Unit RAF, Carlisle.**	**Harrison and Hetherington Ltd. (Dept. L) Botchergate, Carlisle. (Tel. Carlisle 26292/3.)**

Radio and electrical equipment. Radio receivers types 88 and R1155L; radio cabinets; oscillators; oscilloscopes; indicators type CRT 2 and CRT 100; indicator units type 32; insulators; voltmeters; relay units type 185; contamination units; transmitters fuel; tachometers; transformers; signal generators; radar heads; electronic valves etc.

Miscellaneous stores. Various aircraft instruments; motor transport and aircraft spares; Coventry Climax engine; test sets; oxygen sets; fan assemblies; machine and hand tools; various power units; pressure gauges; scrap batteries (lead and alkaline); fire extinguishers; 1,700 aircraft clocks; 66 watches GS; 150 stop watches; 1,600 pairs binoculars (6 x 30); large quantity of wooden boxes, cardboard containers and plywood cases; over 6,000 canvas sand bags; rack assemblies; CAV fuel injector pumps; power hacksaws; oil tanks; metal containers; wood and metal pallets; various paints; metal engine stands; leather wrist straps and large quantities of miscellaneous equipment.

June 16	**Machine tools and miscellaneous stores, including:**	**Ordnance Storage and Disposals Depot, Rotherwas, Hereford.**	**Russell, Baldwin and Bright (Dept. L), 20/21, King Street, Hereford. (Tel. Hereford 4366.)**

2 Ransome and Rapier Mobile Cranes, 2/3 ton Type M902 & 3/5 ton Type M1944; Lathes, drills, millers, grinders, shapers, etc; 12 solid fuel cooking ranges, 72″ double oven; Onan, Coventry Climax, Lister 3, 3½/4 and 15 kVA generators; 4 projectors AA 150 c/m Mk 3 mounted; 54 wireless reception sets (R 107); wireless and electronic spares including large quantities of capacitors, resistors, valves etc; 2 tons steel sheets of various dimensions; 2,700 metal 2 and 4 way pallets; MT spares including fuel pump assemblies, inlet valves, shock absorbers, clutch plates, cables, wheels and tyres etc; 1,000 Desmo and Aerite tyre foot pumps; greatcoats, blouses, trousers and other clothing; mattresses; 3,000 blankets; office and domestic furniture.

June 21	**Earth moving and civil engineering equipment, private and commercial vehicles, including:**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton and Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).**

Trailers; tippers; trucks; scrapers; mobile cranes; breakdown trucks, Bedford, Austin, Morris, and Commer vans; Ford 'Escort', 'Consul', 'Popular', 'Anglia', 'Zephyr' saloon cars; Morris 'Mini Minor' and 'Minor 1000' saloons; estate cars; limousines; Austin 'Champs'; Utilecons; utility vans; fork lift trucks etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

Correction: Sale of Machine tools and miscellaneous stores at Ordnance Storage and Disposals Depot, Rotherwas, Hereford. The date of this sale should read June 16 and not June 6 as published in the *Board of Trade Journal* of May 20.

MINISTRY OF PUBLIC BUILDING AND WORKS

Sale by Tender

A large quantity of surplus textile and tentage including towelling; cotton; flannelette; calico, unbleached; drill; organdie; apron cloth; cotton zephyr; tents, marquee, universal, extending; canvas, cotton copper naphth and duck, flax.

Applications for Tender documents should be made to: Ministry of Public Building and Works, Supplies Division (Disposals), Room 116, Southbridge House, Southwark Bridge Road, London, S.E.1, and not later than May 31, 1966.

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

MONDAY, MAY 16

Industrial Development Bill

The President of the Board of Trade introduced the debate on the second reading of the Industrial Development Bill in Parliament on May 16. (*See Hansard cols.* 941-1058).

TUESDAY, MAY 17

Exports to developing countries

Asked for an estimate of the value of British exports financed through multilateral aid schemes in the last financial year for which full figures were available, and for an estimate of the value of United Kingdom exports to developing countries, the purchase of which was financed by aid payments from the United Kingdom, and from third countries, respectively, Mr. Roy Mason, Minister of State, Board of Trade, said that in the twelve months ended April 30, 1966, some £58.8 million was paid to exporters of British goods and services under contracts financed from formally tied British bilateral aid. A considerable volume of export business was also financed from untied and partially tied British aid, technical assistance and aid contributed in various ways by third countries but the value of this could not be precisely estimated.

WEDNESDAY, MAY 18

Alignment of British company law with EEC and EFTA

A Member asked several questions on the proposals for reforming British company law, to the assimilation of such law to that of the European Economic Community and European Free Trade Association countries. The President of the Board of Trade said: 'I recognize the importance in the long term of the harmonization of company law in Western Europe; but, in preparing legislation for introduction in the early stages of this Parliament, it will be necessary to distinguish between long-term objectives of this kind and this country's more immediate requirements.'

The President also said that, while he was interested in developments in other countries affecting company law, he did not propose to seek discussions with other European countries on the amendment of company law to facilitate international groupings at the present time.

To a further question on what studies he was making of the legal machinery necessary to ensure British participation in supranational companies being suggested by the Common Market Commission, and what steps he was taking to prepare for British inclusion in the consultations proposed by the European Economic Commission on facilitating the formation of European-incorporated companies, the President replied that until the Member-States of the Community had studied the Commission's proposal to provide for European-incorporated companies, we did not know whether there would be discussions in which HM Government might take part, or what legal machinery, necessary to secure British participation in such companies, might need to be studied.

Asked what invitation he had received to send a departmental representative to the expert discussions proposed by the European Economic Commission on European-incorporated companies, the President said: 'None. The discussions will be between experts from the Member States and the Commission of the European Economic Community.'

Consumer Protection

In reply to a question in the House of Lords as to when the Government would introduce a Bill for the protection of consumers, Lord Rhodes, Parliamentary Secretary, Board of Trade, said the President had said that he intended to introduce this legislation as soon as Parliamentary time permitted, although he could not at present say whether it would be possible this session.

THURSDAY, MAY 19

Cotton textile imports

Mr. Douglas Jay, President of the Board of Trade, was asked to report on progress made with the negotiations for a global quota of cotton textile imports covering the next five years.

The President replied: 'We have now discussed fully with those exporting countries that will be subject to restraint our intention to set a total limit to their exports to us from now until 1970. Some matters of method and procedure remain to be settled; but I hope to make a detailed announcement very shortly. Meanwhile provisional limitation is in force.'

Surcharge on imported catalogues

Asked why import duty and temporary surcharge on imports were not charged in respect of imported catalogues mailed direct from overseas by a foreign firm to individual addressees in the United Kingdom to the order of a United Kingdom firm, Mr. Roy Mason, Minister of State, Board of Trade, replied that import duties had never been charged on single copies of trade catalogues and similar publications sent by post to individual addressees, primarily because the cost and difficulty of collecting the negligible amounts of duty payable on each package would be prohibitive.

Investment grants on research buildings

The President was asked whether he would alter the proposed system of investment incentives to enable buildings used for research, such as high altitude test chambers, to qualify for investment grants.

Mr. Douglas Jay replied that buildings would not be eligible for grants under Part I of the Industrial Development Bill, but expenditure on buildings used for scientific research would continue to receive the special 100 per cent tax write-off allowance. In addition, buildings in Development Areas would be eligible for grants at 25 per cent or 35 per cent where employment was provided. 'I am advised that high altitude test chambers normally include some element which would be regarded as plant or machinery, and this would qualify for investment grant.'

Decrease in British cargo fleet

Asked what decrease there had been in the British coastal fleet in the last 10 years; and if he would make an estimate of the percentage of this which was due to capture of this trade by Great Britain's continental competitors, Mr. Roy Mason replied: 'The only statistics available relate to the average tonnage of the British dry cargo fleet employed in the United Kingdom coastal trade, which has decreased by about 200,000 deadweight over the last 10 years. The proportion of the decrease due to the capture of this trade by continental competitors was negligible as the total average tonnage of foreign vessels employed in the United Kingdom dry cargo coastal trade was less than 10,000 deadweight in both 1955 and 1965.'

Imports of Soviet clocks and watches

The President was asked what steps he was taking to protect the British watch and clock industry from the recent increase in subsidised imports of watches and clocks from the Union of Soviet Socialist Republics.

Mr. Douglas Jay said that imports of these items from the Soviet Union were limited by quota; and despite the increase in the quota for watches in 1966, represented a very small fraction of the total imports of clocks and watches.

Oslo fair

Asked to report on the recent trade fair in Oslo, the President of the Board of Trade said he had every hope that the British Fair and Fortnight in Oslo would lead to a further increase in our trade with Norway and with other Scandinavian countries. It had been most successful both in attendance and initial orders and that Scotland with its traditional links with Scandinavia should be well placed to share in any such increase.

Shipbuilding orders

Replying to a question on the number of new ships ordered from British shipyards in the first three months of 1964, 1965 and 1966, Mr. Roy Mason, Minister of State, replied that new merchant ships ordered were 57, 62 and 43 respectively.

Exhibition centre at Crystal Palace

Asked when work would commence on the proposed National Industrial Exhibition centre at Crystal Palace, Mr. Douglas Jay, President of the Board of Trade, replied that he was still considering the project with the Greater London Council as a matter of urgency and a decision whether to proceed would be taken as soon as possible.

Export officers

In answer to a question on the main sources of recruitment of export officers, the President replied that export officers are established civil servants who have entered through the Civil Service Commission.

Exhibitions on British ships

Replying to a question asking for the exhibition of British goods and tourist facilities in Great Britain to be staged in British ships on world cruises, Mr. Roy Mason, Minister of State, said he thought the initiative for this should come from the British Travel Association, and if proposals were made he would consider what help the Board of Trade could give. Speaking about fitting out a complete exhibition ship rather than a small exhibition in ordinary passenger liners, the Minister doubted whether this type of exhibition, because of its high cost and other disadvantages, is to be preferred to the conventional trade fair.

Publication of overseas trade accounts

The President of the Board of Trade in answer to a question on the average number of working days after the end of the month before publication of the Overseas Trade Accounts for the period January-April 1963, 1964 and 1965 said '18½, 18¼ and 21'.

Nuclear power stations overseas

Asked what action he was taking to facilitate the sale of nuclear power stations overseas, the President of the Board of Trade replied that Government representatives overseas, together with the Board of Trade and other departments, keep the interests concerned in this country fully informed of all the opportunities of which they learn for the supply of nuclear power stations and are anxious to give all the help to British firms who wish to follow them up and that ECGD are ready to assist with the necessary credit insurance.

Brussels Trade Fair

Replying to a question on what action he is taking to improve the representation of British industry at the Brussels Trade Fair, the President of the Board of Trade stated that the products of no less than 131 British firms were exhibited at the recent Brussels International Fair and he regarded this as creditable participation in view of the efforts being made by British industry at other major overseas exhibitions. He said the Board of Trade is ready to consider proposals for collective displays under the Joint Venture Scheme by which the Board assists groups of firms sponsored by trade associations or other appropriate bodies.

FRIDAY, MAY 20

Staff of the Board of Trade

Asked what increase or decrease there was in the staff of the department under his control in the period October 16, 1964, to April 15, 1966; and what increase or decrease he anticipated in the period April 16 to October 15, 1966, the President said that during this period the staff of the Board of Trade increased by 1,323. This increase was mainly due to the fact that the Board had gained about 1,800 staff dealing with shipping and related matters from the Ministry of Transport, whilst losing some 800 to the Diplomatic Service, the Department of Economic Affairs, the Ministry of Technology and the British Museum. The staff of the Export Credits Guarantee Department increased by 120 in the same period. Further increases of the order of 750 and 30 in the Board of Trade and in the ECGD respectively were expected by October 15, 1966. The former figure included part of the additional staff required under the Industrial Development Bill.

Trade with Denmark

Asked what steps he was taking to redress the adverse balance of trade with Denmark, the President said: 'It is essential that our exports to Denmark should continue to rise; and since Denmark offers a good market to British exporters, I hope they will exploit it vigorously. A wide range of Government services is available to firms wishing to take advantage of the removal of industrial tariffs within EFTA at the end of this year.'

Seamen's strike and the Merchant Shipping Acts

Asked what assurances he had obtained from British shipowners that the penal sections of the Merchant Shipping Acts would not be invoked by them during the present seamen's strike either in home ports or abroad, Mr. Roy Mason said that he understood that seamen were withdrawing their labour when their ships return to the United Kingdom and their agreements terminated or were terminated by notice being given. In these circumstances no question of invoking the Merchant Shipping Acts should arise.

Answering a further question on the penal clauses of the Merchant Shipping Acts, Mr. Roy Mason said that officials had been reviewing all the provisions of the Merchant Shipping Acts affecting seamen with representatives of the shipowners' and seafarers' organizations during the past two and a half years, and considerable progress had been made. No other body had been asked to consider them, but as announced by the Prime Minister and the Minister of Labour, the Government had offered a full inquiry into all these matters.

Control of Office and Industrial Development Act

Asked on what date he proposed to lay before Parliament his Annual Report on the Control of Office and Industrial Development Act 1965, required by statute to be laid as soon as may be after the end of March. The President said that it was expected that the first Annual Report on the Control of Office and Industrial Development Act, 1965, would be laid before Parliament in July.

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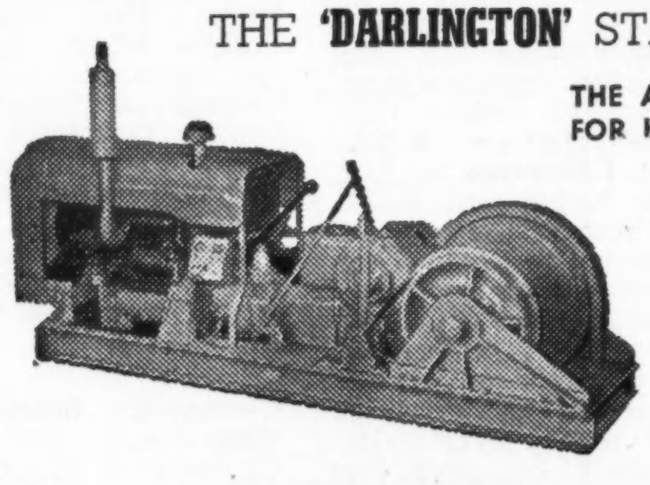

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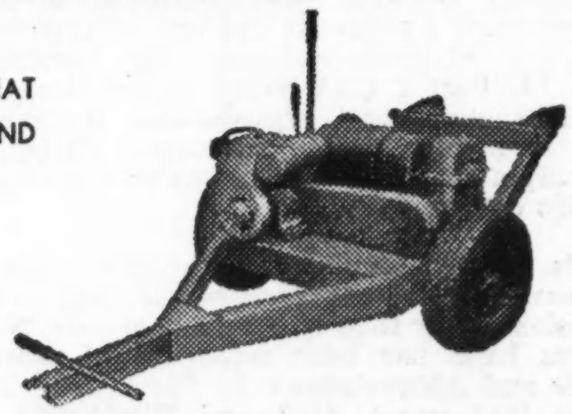

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New Books

Dictionary of Economic Terms, by Alan Gilpin (222 pages. Butterworths, 20s.) is the latest addition to the ranks of economics dictionaries, and provides the occasion for a brief survey of similar books published in Britain during the last two years. Gilpin covers both practical and theoretical terms, mainly those used in the United Kingdom, from the fields of industry, marketing, banking and insurance; some slang terms and Americanisms that have made good their footing in economic literature are also included. One measure of the scope of a dictionary is the number of terms defined, and the extent to which 'see' references are made from alternative headings. As some indication of this, a count has been made of the entries under the letter M in this and the other dictionaries mentioned below. Here Gilpin has 88 entries and five 'see' references. Also published in 1966 was **A New Dictionary of Economics,** by Philip A. S. Taylor (304 pages. Routledge and Kegan Paul, 25s.). This has been provided as a much expanded replacement of J. R. Winton's *A Dictionary of Economic Terms.* There are numerous cross references, and those which clarify the explanation of the term from which the reference is made are distinguished. Special attention is paid to international organizations. Under M there are 81 entries and 25 references. Three dictionaries appeared in 1965. **Everyman's Dictionary of Economics,** compiled by Arthur Seldon and F. G. Pennance (449 pages. Dent, 25s.) aims to provide a short explanation, as far as possible in simple everyday language, of the main ideas and concepts of economics which are in current use by economists. It includes several biographical entries. A special feature is the related subject index which lists all relevant headings in 13 broad subdivisions, and takes the place of the normal cross reference structure. Under M there are 48 articles (nine biographical) and 34 'see' references. **A Dictionary of Economics and Commerce,** by J. L. Hanson (401 pages. Macdonald and Evans, 35s.) contains over 4,000 entries. The emphasis is on principles of economic theory and applied economics, with brief definitions of some of the more important commercial terms. Abbreviations in general use are also included. Under M there are 195 terms and 12 'see' references. **The McGraw-Hill Dictionary of Modern Economics** (697 pages. McGraw-Hill Book Co., £5 18s.) consists of two parts. Part 1 (560 pages) provides definitions of about 1,300 frequently used modern economic terms; nearly all articles include references, incorporating essential bibliographical details, to published sources of further information. There are 74 terms and nine 'see' references under M. Part 2 (124 pages) describes about 200 associations and organizations concerned with economics and marketing. There is naturally a strong American emphasis throughout this dictionary.

Initials, abbreviations and acronyms proliferate and have reached the stage where they cause confusion rather than help as mnemonics. New editions have just been published of **British Initials and Abbreviations,** by Ian Wilkes, 2nd edition (167 pages, 45s.), and **World List of Abbreviations,** by F. A. Buttress, 3rd edition (186 pages, 35s.), both published by Leonard Hill Books, which should help a great deal in cutting through the jungle of initialese. The broad scope of each volume is indicated by its title, and there is a certain amount of overlap in their coverage. The entries are restricted to abbreviations of organizations, institutions and the like; no entries being made for acronyms such as LASER, or initials of qualifications etc. Sample checking of such compilations is always likely to reveal some deficiencies and the present volumes are no exception. For instance the world volume contains a United Kingdom entry under ARA that is not included in the British volume, and neither include an entry for the Aircraft Research Association which is well known as ARA. The initials ASTM now stand for the American Society for Testing and Materials, a slight change in name which took place a few years ago. The amalgamation between the AIEE and the IRE in the United States of America into IEEE, Institute of Electrical and Electronic Engineers, has not been noticed and no entry is to be found under the latest title initials. In the British volume there are no entries under IAM and RPE, Institute of Aviation Medicine and Rocket Propulsion Establishment respectively, although RPE's sister establishments have been included. The usefulness of these volumes would be very much increased if users would notify the compilers of omissions and corrections as they came across them so that future editions could be made more complete. In the world volume the entries are brief giving after the initials the title of the organization and its country. The British volume gives, in addition, the address and telephone number, supplemented by a subject index. Together these volumes comprise a useful aid to those whose correspondence throws up queries of this nature.

Financing Your Business (2nd edition. 76 pages. Engineering Industries Association, 9 Seymour Street, London, W.1. 10s.). This booklet deals mainly with methods of obtaining external finance, i.e. from sources outside the business. It covers all the conventional sources, including bank overdrafts, mortgage finance, industrial hire purchase and merchant banks. The authors give details of the facilities offered by other institutions, such as the insurance companies, the Industrial and Commercial Finance Corporation, Export Credits Guarantee Department, the Amstel Club (which finances imports and exports), Government departments and local authorities. They explain steps a businessman can take to release cash for expansion without borrowing money, and examine methods of finance such as sale and lease back and factoring or sale of book debts.

Comparative Studies of Customs Procedures. Study No. 8 – Temporary Admission. Customs Co-operation Council (222 pages. 29s., by post 29s. 10d., from HMSO and Government bookshops). The latest volume in the Customs Co-operation Council's valuable series of comparative studies of procedure deals with the temporary admission of goods, without payment of import duties and taxes, subject to re-exportation in the same state, and the temporary admission of goods for manufacture, processing or repair. The circumstances for which the procedure of temporary admission has been devised include the importation of goods for display at exhibitions and fairs, commercial samples, containers and other packing materials, prepared printing plates and blocks for use, machinery and apparatus for demonstration or testing, and many others. The importance of the procedure for facilitating international commerce can hardly be overestimated. The bulk of the study comprises the replies of 27 countries to a detailed questionnaire concerning their regulations in this matter: the goods eligible; the formalities to be accomplished; the procedure on re-exportation; and the measures applied to ensure compliance with the laws and regulations. An introductory chapter gives a general account of the main features of temporary admission procedures in the countries which took part in the inquiry; and the provisions of 12 international conventions bearing on the subject are summarized. The study also covers the conditions on which the means of transport used for the international transport of goods are allowed to cross customs frontiers.

Introduction to Economics, by Alec Cairncross. 4th edition (606 pages. Butterworths, 30s., library edition; 20s., students' edition). Six years have elapsed since the publication of the third edition of Mr. Cairncross's well-known textbook. In revising the text for the fourth edition the major changes have been made in the chapters dealing with British financial institutions, international trade and finance, and economic policy. The whole book has been reset to the international A5 paper size, effecting a reduction of some 10 per cent in the number of pages.

Report of the United Nations Symposium on the Planning and Development of New Towns. United Nations (48 pages. 5s. 6d., by post 6s., from HMSO and Government bookshops). Experts attending the conference, which took place in Moscow in August-September 1964, among them representatives of the various UN regional Commissions, UNESCO, WHO and ILO, were all agreed of the significance of new town planning not only to the developing countries, but also to the industrially advanced nations. Subjects discussed included national policies for the establishment of new towns; the planning, construction of such towns as well as their administration; and the special problems of new capital cities.

Marine Cargo Claims, by W. Tetley (444 pages. Stevens, £8 8s.). Written by a Canadian lawyer, and first published in Canada, this book is designed as a strictly practical guide both for claimants who wish to recover damages arising out of ocean carriage of cargo, and for carriers who wish to defend against such claims. It is based on a study of United States, British, French and Canadian judgments relating to the Hague Rules; and the court decisions cited and explained have been chosen so that they will be of value to insurance company and steamship company claims agents, as well as to the legal profession. Appendices contain the text of the Hague Rules; full particulars of countries which have adopted them in whole or in part; and the texts of the relevant American, British, French and Canadian legislation.

Nuclear Energy in Britain. Central Office of Information (79 pages. 6s. 6d., by post 7s., from HMSO and Government bookshops). This pamphlet is a revised edition of that last published in 1962, and describes the development of the peaceful uses of nuclear energy, the organizations responsible for this development and the evolution and extent of the nuclear power programme. It also gives an account of radioisotopes and their uses; the part played by private industry; current nuclear research; health and safety measures; and training arrangements.

Other publications

HARD'S YEAR BOOK FOR THE CLOTHING INDUSTRY 1966. 340 pages. United Trade Press Ltd., Tailor and Cutter House, 42 Gerrard Street, London, W.1. 50s.

WILLING'S PRESS GUIDE 1966. 92nd annual issue. A Comprehensive Index and Handbook of the Press of the United Kingdom of Great Britain, Northern Ireland and the Irish Republic; together with the principal British Commonwealth, Dominion, Colonial and Foreign Publications. 654 pages. James Willing Ltd., 3-4 Holborn Circus, London, E.C.1. 50s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	161	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	161	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	132	153	148	124	108	156	131	152	187	155	+117	+ 71	+21	+20
4th quarter	129	133	155	151	126	109	161	130	164	195	157	+ 38	— 4	+13	+18
1966															
1st quarter	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
1965															
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	133	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February		132*				109									
March		133*				110									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165	121*	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165	121*	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter	164*	122*	134·4	+4·3	113·8*	131·3*	165·9	279	260	+ 5	— 5	159	153	
1965														
October	165	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165	124*	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165	121*	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	..
February	165*	121*	134·4	+4·5	114·1*	131·2*	165·4	277	260	+15	+ 6	159	159	..
March	164*	122*	134·7	+4·3	114·3*	131·6*	167·2	274	274	+14	+10	158	153	..
April			136·3	+3·6	114·6*	131·8*	167·8	279	289	+15	+14	156*	153*	

* Provisional. † Not seasonally adjusted.

Index of industrial production for March

THE PROVISIONAL index of production for March 1966, prepared by the Central Statistical Office is 133 (seasonally adjusted). It is provisionally estimated that production in the first quarter of 1966 was slightly higher than in the fourth quarter of 1965; the manufacturing component showing a rise of nearly 1 per cent. The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available; in particular, the seasonal factors have been recalculated to take 1965 experience into account, and the new factors have caused some revisions to the seasonally adjusted figures for 1964 and 1965.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·5	94	114·6	107	104	112	123	117	123	113	114	85	118	112
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	158	142	160	133	144	74	130	123
Unadjusted:														
1964 4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	136	98	136	117	111	126	162	140	165	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	160	147	162	134	141	74	140	127
3rd quarter	123	81	125	119	113	131	152	137	155	121	134	72	112	109
4th quarter	137	95	139	125	119	138	158	146	160	139	154	75	134	125
1966 1st quarter (prov.)	137	89	139		114				170	141	154	73	138	128
1966 Jan. (prov.)	133	79	133	113	112	115	161	145	163	134	146	74	128	128
Feb. (prov.)	138	93	139	117	113	125	167	140	171	141	151	73	141	132
Mar. (prov.)	141	95	144		116				175	148	165	72	144	125
Seasonally adjusted:														
1964 4th quarter	130	95	132	120	113	133	154	140	156	130	141	75	129	122
1965 1st quarter	132	95	134	122	113	137	157	140	160	133	144	74	128	127
2nd quarter	131	91	133	119	112	130	157	146	159	132	141	75	131	124
3rd quarter	132	92	134	122	116	132	159	139	162	131	145	73	124	120
4th quarter	133	89	135	122	115	134	158	145	160	136	148	74	135	122
1966 1st quarter (prov.)	133	88	136		116				165	137	150	72	134	124
1965 Oct.	132	89	135	123	116	136	156	141	159	135	147	74	134	124
Nov.	133	90	134	123	117	135	156	140	158	135	146	74	134	123
Dec.	133	89	136	120	113	132	163	153	165	137	150	74	137	121
1966 Jan. (prov.)	133	89	136	125	117	139	162	148	164	137	152	73	131	126
Feb. (prov.)	132	87	135	121	114	134	160	138	163	136	148	72	135	126
Mar. (prov.)	133	89	136		115				167	138	151	72	136	120
Oct.-Dec. (av.)	133	89	135	123*	115	134*	156*	140*	160	136	148	74	135	122
Jan.-Mar. (av.) (prov.)	133	88	136	122*	116	135*	162*	146*	165	137	150	72	134	124

	Manufacturing industries (continued): Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	150	158	139	127	142	144	138	145
Unadjusted:															
1964 4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	141	141	124	121	108	132	152	158	143	125	146	141	137	172
2nd quarter	138	138	138	119	117	103	126	153	164	137	129	143	144	138	128
3rd quarter	122	122	121	115	111	93	126	145	155	129	126	130	137	138	117
4th quarter	134	134	134	126	123	108	134	152	155	147	129	148	155	139	164
1966 1st quarter (prov.)			133	127	122	111	139	148	153	141	118	153			177
1966 Jan. (prov.)	131	131	134	118	116	110	122	145	152	135	112	153			189
Feb. (prov.)	135	136	129	130	124	113	145	148	151	142	118	152			178
Mar. (prov.)			137	132	125	110	149	152	155	146	126	154			165
Seasonally adjusted:															
1964 4th quarter	132	132	133	120	117	102	127	153	159	143	131	139	140	137	141
1965 1st quarter	135	135	136	120	117	102	127	153	160	142	134	140	140	138	144
2nd quarter	135	134	135	121	118	103	129	150	159	137	129	141	141	137	141
3rd quarter	134	134	131	122	119	102	129	150	158	136	125	142	144	138	144
4th quarter	131	131	131	121	116	104	133	149	154	141	123	144	151	139	151
1966 1st quarter (prov.)			130	123	118	105	133	149	154	141	126	147			149
1965 Oct.	132	133	129	122	117	106	133	150	156	140	120	144	148		144
Nov.	132	133	129	119	114	103	131	149	155	140	118	143	151		159
Dec.	129	128	135	123	118	104	136	149	153	144	132	144	154		150
1966 Jan. (prov.)	128	127	133	121	116	106	133	149	156	137	124	146			153
Feb. (prov.)	128	129	123	122	119	106	132	147	151	142	124	146			148
Mar. (prov.)			133	124	120	104	135	150	154	143	130	150			145
Oct.-Dec. (av.)	132*	133*	131	121	116	104	133	149	154	141	123	144			151
Jan.-Mar. (av.) (prov.)	128*	128*	130	123	118	105	133	149	154	141	126	147			149

* Latest available three months (December-February) and previous three months (September-November).

DUNLOP

Another Turnover Record

SIR G. EDWARD BEHARRELL, the Chairman, in the course of his speech at the 67th Annual General Meeting of the Dunlop Rubber Company Limited in London on May 23rd, said:—

There are some significant features relating to last year and concerning also the future to which I would draw your attention.

PROFIT MARGINS

Perhaps the most important is the continuing pressure on profit margins, which during 1965 became particularly severe as a result of increasing wage, salary and other costs, and with no significant selling price increases.

This problem is not confined to the United Kingdom. It was, and is, the familiar pattern in many of the countries where we operate.

Given these circumstances, we feel the Group did well in the year, and, as you will have seen, the second six months came out better than we expected when we issued our half-yearly statement in September. It was also better than the corresponding period of the previous year.

Cost Control. We are dealing with the problem of cost increases in two ways.

By obtaining the greatest volume of production from our factories through the aggressive and efficient marketing of our products by our various sales organisations, we are seeking the maximum utilisation of all our resources. Reflecting this policy you will have observed that our world-wide sales volume during 1965 at £340 million was 8% higher than in the previous year.

Finance. The increased volume of business and capital expenditure naturally involved increased borrowings and further financing costs which you will have noticed increased by about £800,000 during the year.

However, with a special dividend from an associated company the year's profit before tax was similar to that of the previous year, but the return on funds employed fell slightly from 12·6% to 12%. Although this reduction is disappointing, I would like to draw your attention to the fact that apart from 1964 it is the best return we have achieved in the last ten years.

THE TAX BURDEN

The need to earn a higher return on funds employed becomes of even greater importance when account is taken of the changed basis of taxation in the United Kingdom.

We still maintain that it would have been much wiser for the new tax system to have given full permanent relief in relation to overseas income of International Companies such as ours which is making such a major contribution to the Balance of Payments.

Investment Grants. From January this year there is to be the elimination of Investment Allowances as such and their substitution by Investment Grants. We are not convinced that the new system is an improvement on the previous simple arrangement of tax abatement.

FINANCIAL REQUIREMENTS

Looking ahead over the next three years, we have tentatively approved capital expenditure plans involving some £65 million, over half of which will be spent in the United Kingdom. At the same time we are aiming at an increase in turnover during the same period of over 25%—thus maintaining the 1965 growth rate of 8%.

TAXATION AND MODERNISATION

Modernisation is not only a very topical word these days, it has become a political word as well. I have said that we regard the change from investment allowances to cash grants as a bad move and high taxation does not encourage modernisation. With Corporation Tax at 40% the effective rate on dividends for the shareholder paying income tax at the standard rate of 8s. 3d. is 65%, an unreasonably high figure by any criteria. Modernisation is more than new machines making new products in new buildings. It is equally new attitudes, especially on the part of the hard-working managers whose job it is to provide security and opportunity for the many. These managers need incentives, too, in the form of less burdensome direct taxation, for it is they who ensure the Company's continuing expansion.

DUNLOP'S NAME

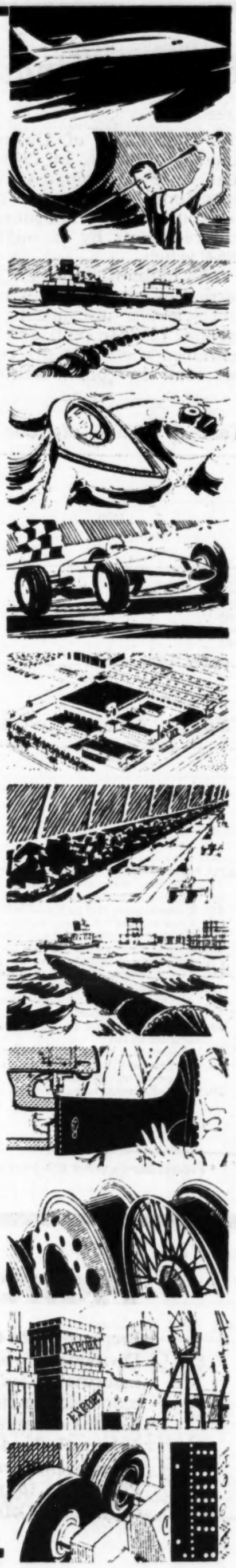
You will remember that when we met last year I suggested that the time had come to change the Company's name, and since then we have been actively seeking a new title.

The obvious and, I believe, the right solution is to rename ourselves quite simply 'The Dunlop Company Limited'. It bears witness to our origins and a worthy history, and it will be recognised easily and widely as meaning this Company.

THE PRESENT YEAR

We shall be disappointed if the profit before tax for the current year is not as high as in 1965. Indeed, our forecasts indicate some increase and so far this year both our turnover and profit are at a higher level than in the first four months of last year.

The report and accounts were adopted and at a subsequent Extraordinary General Meeting the recommended change of name was approved for the first day of next year.



United Kingdom trade by air transport

THE PROPORTION of United Kingdom trade carried by air continues to increase. In 1965 total air trade was 21 per cent higher than in 1964, compared with a rise of 3 per cent in trade by all other forms of transport. Imports by air rose by £61 million (16 per cent), United Kingdom exports by £78 million (27 per cent) and re-exports by £8 million (18 per cent) compared with their 1964 values.

The division in which the greatest proportions of goods are carried by air are, for exports, clothing (37 per cent), professional and scientific instruments, etc. (35 per cent) and leather manufactures (26 per cent) and for imports, professional and scientific instruments, etc. (50 per cent), electrical machinery and parts (47 per cent) and pharmaceuticals (46 per cent).

About a quarter of the United Kingdom trade by air is with the United States of America and almost a half with Western Europe. France and Western Germany each accounted for over 10 per cent of total United Kingdom trade by air in 1965.

Statistical note:

From January 1, 1965, figures for precious stones and pearls have been included in the Trade Accounts; the figures for earlier years have been adjusted in these tables for purposes of comparison. Complete aircraft flown out under their own power are included in the totals of all United Kingdom trade, but are excluded from the figures of trade by air.

Table 1. Value of trade compared with total trade figures

Year	Imports			UK Exports			Re-exports		
	Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Percent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports
1960	4,655·3	214·0	4·6	3,647·6	196·3	5·4	141·2	29·0	20·5
1961	4,546·4	253·3	5·6	3,796·0	242·6	6·4	158·6	30·1	19·0
1962	4,627·7	270·7	5·8	3,904·6	257·7	6·6	157·6	41·1	26·1
1963	4,983·4	305·8	6·1	4,211·1	289·2	6·9	153·8	45·6	29·6
1964	5,696·1	376·3	6·6	4,411·6	292·2	6·6	153·4	46·4	30·2
1965	5,763·5	437·5	7·6	4,723·8	370·4	7·8	172·7	54·7	31·7

Table 2. Commodity composition of United Kingdom exports

Selected Divisions	1964			1965		
	Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports
Ex 00. *Live animals (excluding zoo animals, dogs and cats)	32·4	5·7	18	36·9	4·4	12
51. Chemical elements and compounds	103·6	3·0	3	106·7	4·1	4
54. Medicinal and pharmaceutical products and goods	59·2	12·1	20	66·9	16·3	24
55. Essential oils and perfume material; toilet, polishing and cleansing preparations	36·6	0·7	2	37·5	0·8	2
61. Leather, leather manufactures, not elsewhere specified, and dressed furskins	29·5	6·9	23	30·4	7·9	26
62. Rubber manufactures, not elsewhere specified	48·5	1·2	2	46·9	1·3	3
65. Textile yarn, fabrics, made-up articles and related products	275·3	13·9	5	274·4	16·2	6
68. Non-ferrous metals	134·6	17·1	13	168·0	26·3	16
69. Manufactures of metal, not elsewhere specified	144·0	5·5	4	155·8	6·0	4
71. Machinery, other than electric	861·8	56·0	6	930·6	82·5	9
72. Electrical machinery, apparatus and appliances	314·6	34·2	11	330·9	41·0	12
Ex 73. Transport equipment	639·9	27·5	4	677·0	34·6	5
84. Clothing, knitted or crocheted, articles including elastic or rubberized fabric and articles of fur	43·8	14·5	33	49·6	18·3	37
85. Footwear, gaiters and the like	14·2	0·9	7	15·3	1·3	9
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	88·8	31·2	35	100·4	35·0	35
89. Miscellaneous manufactured articles, not elsewhere specified	142·6	27·8	19	162·3	35·5	22
All other goods	1,442·3	34·3	2	1,534·3	38·7	3
Total	4,411·6	292·2	7	4,723·8	370·4	8

* Figures shown under this heading include horses exported temporarily for racing, breeding, or other purposes.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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Table 3. Commodity composition of imports

Selected divisions	1964 Total £m. c.i.f.	1964 By air £m. c.i.f.	1964 By air Per cent of Total Imports	1965 Total £m. c.i.f.	1965 By air £m. c.i.f.	1965 By air Per cent of Total Imports
00. *Live animals (excluding zoo animals, dogs and cats)	58·6	5·2	9	47·7	5·3	11
21. Hides, skins and furskins, undressed	57·2	15·2	27	55·8	17·7	32
28. Metalliferous ores and metal scrap	185·3	7·7	4	202·0	8·9	4
51. Chemical elements and compounds	99·7	6·8	7	119·5	14·2	12
54. Medicinal and pharmaceutical products	7·1	2·5	35	11·1	5·1	46
55. Essential oils and perfume materials, toilet, polishing and cleansing preparations	14·6	2·5	17	15·3	3·3	22
61. Leather, leather manufactures, not elsewhere specified, and dressed furskins	29·5	4·2	14	26·3	4·1	16
65. Textile yarns, fabrics, made-up articles and related products	177·0	20·4	12	151·6	18·5	12
68. Non-ferrous metals	328·0	6·5	2	367·6	11·6	3
69. Manufactures of metals, not elsewhere specified	39·4	5·5	14	44·4	6·3	14
71. Machinery, other than electric	336·2	70·6	21	370·6	84·7	23
72. Electrical machinery, apparatus and appliances	118·0	50·8	43	126·1	59·5	47
Ex 73. Transport equipment	87·6	13·8	16	102·8	13·6	13
84. Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	73·3	19·7	27	57·3	16·2	28
85. Footwear, gaiters and the like	23·6	4·4	19	18·0	3·0	17
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	66·2	29·9	45	72·0	36·0	50
89. Miscellaneous manufactured articles, not elsewhere specified	110·6	34·3	31	111·0	40·6	37
All other goods	3,884·2	76·1	2	3,864·5	89·0	2
Total	5,696·1	376·3	7	5,763·5	437·5	8

* Figures shown under this heading include horses imported temporarily for racing, breeding, or other purposes.

Table 4. Commodity composition of re-exports

Selected Divisions	1964 Total £m. f.o.b.	1964 By air £m. f.o.b.	1964 By air Per cent of Total Re-exports	1965 Total £m. f.o.b.	1965 By air £m. f.o.b.	1965 By air Per cent of Total Re-exports
21. Hides, skins and furskins undressed	26·3	13·5	51	29·8	17·5	59
61. Leather, leather manufactures, not elsewhere specified, and dressed furskins	2·8	1·3	48	3·2	1·6	51
68. Non-ferrous metals	12·3	1·2	10	19·1	1·0	5
71. Machinery, other than electric	23·0	13·3	58	26·3	14·8	56
72. Electrical machinery, apparatus and appliances	8·4	5·6	67	9·4	6·7	71
Ex 73. Transport equipment	3·7	2·3	62	5·3	2·9	55
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	3·3	2·3	69	3·9	2·6	69
89. Miscellaneous manufactured articles, not elsewhere specified	8·0	5·2	65	8·1	5·2	63
All other goods	65·7	1·6	3	67·6	2·4	3
Total	153·4	46·4	30	172·7	54·7	32

Table 5. Imports from and United Kingdom exports and re-exports to selected countries

	Imports 1964 Total £m. c.i.f.	Imports 1964 By air £m. c.i.f.	Imports 1964 By air Per cent of Total Imports	Imports 1965 Total £m. c.i.f.	Imports 1965 By air £m. c.i.f.	Imports 1965 By air Per cent of Total Imports	UK Exports 1964 Total £m. f.o.b.	UK Exports 1964 By air £m. f.o.b.	UK Exports 1964 By air Per cent of Total UK Exports	UK Exports 1965 Total £m. f.o.b.	UK Exports 1965 By air £m. f.o.b.	UK Exports 1965 By air Per cent of Total UK Exports	Re-exports 1964 Total £m. f.o.b.	Re-exports 1964 By air £m. f.o.b.	Re-exports 1964 By air Per cent of Total Re-exports	Re-exports 1965 Total £m. f.o.b.	Re-exports 1965 By air £m. f.o.b.	Re-exports 1965 By air Per cent of Total Re-exports
West Germany	270·3	32·1	11·9	265·3	33·8	12·7	221·6	27·9	12·6	255·0	39·6	15·5	26·7	8·8	33·0	30·3	13·0	42·8
Netherlands	238·6	15·1	6·3	271·1	18·9	7·0	196·3	18·5	9·4	192·9	21·9	11·4	7·6	1·2	15·5	9·9	1·6	16·1
France	187·1	35·8	19·1	190·8	38·5	20·2	187·9	41·2	21·9	177·3	42·5	23·9	15·5	7·1	45·6	16·2	6·8	42·0
Italy	132·5	16·1	12·1	144·8	17·1	11·8	129·8	15·8	12·2	108·9	16·4	15·1	10·3	3·7	35·3	14·2	5·3	37·4
Sweden	209·4	6·2	3·0	214·7	7·2	3·4	198·2	10·0	5·0	219·4	11·7	5·3	6·0	0·7	12·5	6·2	0·8	13·4
Denmark	186·8	4·0	2·1	194·0	5·1	2·6	118·8	4·2	3·5	124·4	4·6	3·7	2·2	0·3	12·6	2·4	0·3	13·0
Switzerland	76·4	24·4	31·9	84·9	28·0	32·9	87·1	10·2	11·7	89·2	12·2	13·7	4·7	1·5	31·8	5·9	2·5	41·5
Spain	59·8	1·8	3·0	57·6	2·1	3·7	67·2	3·9	5·9	84·0	5·1	6·1	1·7	0·5	30·8	1·9	0·5	27·4
Irish Republic	179·0	12·4	6·9	170·3	12·8	7·5	165·5	11·2	6·8	175·7	13·2	7·5	9·3	0·8	9·1	9·9	1·5	15·6
United States of America	650·2	99·0	15·2	672·7	127·5	19·0	402·2	46·0	11·4	493·7	77·4	15·7	22·8	11·2	49·4	21·0	10·9	51·9
Canada	458·3	11·5	2·5	458·9	9·8	2·1	187·7	17·7	9·4	200·5	23·6	11·8	5·9	2·0	33·4	7·4	2·8	38·1
India	141·3	2·9	2·1	128·4	2·4	1·9	128·9	4·0	3·1	114·1	4·0	3·5	1·5	0·7	42·4	2·3	0·4	17·5
Australia	251·3	2·8	1·1	219·9	2·6	1·2	256·8	6·0	2·3	280·3	7·6	2·7	1·9	0·3	17·8	3·0	0·5	17·8
Japan	74·6	3·3	4·4	78·1	4·8	6·1	58·6	6·2	10·6	50·6	8·6	17·0	1·9	0·4	21·0	2·3	0·3	11·0
Total of above countries	3,115·8	267·3	8·6	3,151·5	310·6	9·9	2,406·7	222·7	9·3	2,566·1	288·4	11·2	118·0	39·2	33·2	132·9	47·2	35·5
All other Countries	2,580·3	108·9	4·2	2,612·0	126·9	4·9	2,005·0	69·5	3·5	2,157·7	82·0	3·8	35·4	7·2	20·3	39·8	7·4	18·7
Grand Total	5,696·1	376·3	6·6	5,763·5	437·5	7·6	4,411·6	292·2	6·6	4,723·8	370·4	7·8	153·4	46·4	30·2	172·7	54·7	31·7

(Continued on next page)

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UNITED KINGDOM TRADE BY AIR

(*Continued from page* 1189)

Table 6. Imports from and United Kingdom exports and re-exports to various areas by air

	Imports		UK exports		Re-exports	
	1964	1965	1964	1965	1964	1965
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area	74·5	79·0	46·5	56·1	3·3	4·0
North America	110·6	137·3	64·0	101·3	13·2	13·7
Latin America	4·7	4·5	5·3	6·7	1·0	0·6
Western Europe	159·8	181·1	153·9	178·4	26·0	33·7
Middle East (except Sterling Middle East Countries)	7·4	5·3	10·2	10·8	1·6	2·0
Soviet Union and Eastern Europe	8·6	9·2	3·8	3·5	0·2	0·2
Rest of World	10·7	21·3	8·5	13·5	0·9	0·5
Total	376·3	437·5	292·2	370·4	46·4	54·7

A Telex operator at the Midland Bank's Overseas branch waits for the reply from a bank in Lima to a status inquiry about a potential Peruvian importer. A still from the Midland Bank's Overseas branch film entitled 'The Midland Overseas' which illustrates facilities offered to exporters by the bank. The film is on free loan and is produced by Greenpark Productions Limited (in association with the Film Producers Guild).

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Shipping movement at United Kingdom ports

Foreign and coastal trade movements in January 1966.

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during January 1966 amounted to 12,945 thousand net tons; this was 5 per cent more than the tonnage for January 1965. Commonwealth vessels accounted for 5,989 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo in the first month of the year showed an increase of 615 thousand net tons over the same month in 1965.

There was a 1·6 per cent decrease in the total net tonnage of coasting trade arrivals and departures with cargo compared with January 1965.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa,* or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at UK ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of January 1965	4,652	8,177	3,510	217	4,450	3,936	4,162	2,140	130	1,891
Month of January 1966	5,001	8,404	3,414	181	4,809	4,226	4,541	2,245	149	2,148
Months ending 1965										
Months ending 1966										
In ballast: Month of January 1965	1,184	1,665	782	42	841	1,976	5,907	2,208	82	3,616
Month of January 1966	1,312	1,913	842	50	1,022	2,161	6,398	2,281	106	4,011
Months ending 1965										
Months ending 1966										

(1) Includes Irish Republic and South Africa.

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	January		Month ended		January		Month ended	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,464	1,553			1,321	1,379		
Other Commonwealth	116	120			148	129		
Foreign	3,072	3,328			2,467	2,718		
Total	4,652	5,001			3,936	4,226		
	Thousand net tons							
Commonwealth (1)								
Registered in United Kingdom	3,510	3,414			2,140	2,245		
Registered in Canada	3	—			—	14		
Registered in other countries	214	181			130	135		
Soviet	79	41			17	58		
Finnish	68	61			24	39		
Swedish	374	295			97	96		
Norwegian	1,004	1,160			310	402		
Danish	195	248			151	141		
Polish	13	19			9	10		
German	261	327			201	239		
Dutch	492	579			343	433		
Belgian	144	196			128	136		
French	288	300			217	208		
Spanish	67	69			56	60		
Italian	193	107			3	8		
Yugoslav	19	2			4	6		
Greek	217	161			39	44		
United States of America	234	206			160	108		
Panamanian	145	153			24	45		
Liberian	516	735			28	40		
Other	141	150			80	74		
Total foreign	4,450	4,809			1,891	2,148		
TOTAL	8,177	8,404			4,162	4,541		
Trading areas:								
Irish Republic	369	340			344	349		
Northern Europe (Foreign)	1,985	2,072			1,544	1,849		
Europe (Atlantic) and Western Mediterranean Countries	795	847			630	565		
Central and Eastern Mediterranean Countries	916	1,209			126	140		
West and South Africa	773	723			218	268		
East Africa, Persian Gulf, India	1,012	1,072			195	178		
Eastern Asia and Islands in the Pacific	196	201			140	190		
Australasia	243	288			195	201		
North America (Atlantic Coast)	664	663			450	486		
West Indies and Central America (Atlantic Coast)	911	718			152	167		
South America (Atlantic Coast)	139	120			111	81		
South and Central America (Pacific Coast)	26	40			9	15		
North America (Pacific Coast)	144	102			48	51		
Other areas	5	8			—	—		
Total Commonwealth Countries (1)	2,503	2,310			1,148	1,194		
Total Foreign Countries	5,675	6,094			3,014	3,347		
TOTAL	8,177	8,404			4,162	4,541		

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports for the month of January

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	1	1	2	6	2	5	6	1	4	6	2	5
Bristol	360	324	143	375	329	149	74	55	49	377	371	160
Cardiff	120	134	59	146	163	88	43	41	53	149	203	103
Dover	313	325	272	458	474	405	305	302	245	461	465	407
Falmouth (inc. Truro)	7	—	2	121	110	28	—	—	—	138	156	31
Folkestone	44	46	49	48	48	51	42	45	48	49	50	52
Grimsby (inc. Immingham)	229	276	205	270	315	230	67	51	86	314	270	230
Harwich	346	393	310	351	409	334	351	411	322	357	424	339
Holyhead	96	109	87	98	109	88	95	108	82	101	109	86
Hull	384	396	314	409	409	338	122	147	196	383	411	309
Lancaster	15	17	3	18	19	7	2	16	4	24	25	5
Liverpool	1,068	1,199	428	1,289	1,424	538	529	527	352	1,380	1,513	538
London	2,531	2,559	1,216	3,095	3,268	1,488	1,132	1,315	902	3,102	3,459	1,563
Manchester (inc. Runcorn)	493	499	223	505	527	244	156	114	145	500	378	220
Middlesbrough	326	232	104	426	296	136	183	139	102	437	312	152
Milford Haven	301	560	34	341	631	68	18	84	29	296	665	70
Newhaven	20	33	44	21	34	46	21	33	45	21	33	46
Newport (Mon.)	98	124	45	152	186	83	84	89	75	181	192	98
Plymouth	8	28	36	36	41	67	8	19	42	18	43	68
Southampton	1,158	1,037	191	1,417	1,296	254	493	476	147	1,364	1,339	247
Swansea	92	41	30	225	162	107	187	173	144	241	206	156
Tyne ports	189	153	111	315	246	137	107	109	78	353	301	120
Glasgow	442	471	128	486	535	145	172	207	75	472	513	131
Grangemouth	89	91	86	136	141	109	88	108	82	126	160	103
Greenock	46	9	5	131	106	19	—	—	2	185	89	14
Leith	55	58	81	55	58	83	25	26	50	45	47	68
Belfast	187	180	94	203	210	126	44	46	65	229	160	100
Other ports	679	673	1,304	839	868	1,743	336	382	1,067	822	835	1,694
TOTAL	9,698	9,966	5,606	11,973	12,417	7,116	4,690	5,025	4,491	12,133	12,731	7,115

Table 4. Coasting trade arrivals and departures at principal ports for the month of January

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	2	1	3	182	128	188	177	134	189	180	135	191
Bristol	134	162	155	171	200	408	91	51	275	204	174	419
Cardiff	63	54	77	113	119	256	28	30	155	91	86	237
Cowes	92	130	708	275	313	1,401	81	114	624	272	313	1,398
Falmouth	10	10	17	74	68	67	6	11	40	21	14	55
Hartlepool	9	1	3	85	28	36	54	24	23	66	28	33
Hull	78	93	37	163	193	153	74	115	116	180	182	165
Immingham	64	35	8	135	115	84	107	86	80	170	143	105
Lancaster	156	152	85	167	174	133	141	138	125	159	155	130
Liverpool	289	267	222	432	352	366	246	248	309	357	417	393
London	745	626	519	916	811	803	183	223	289	894	833	782
Manchester	85	86	77	128	131	176	67	99	109	133	218	203
Middlesbrough	14	35	33	96	97	119	49	52	66	115	100	110
Milford Haven	22	12	7	221	340	131	284	332	125	321	345	134
Newport (Mon.)	27	33	73	42	59	91	4	1	1	34	38	76
Portsmouth	42	33	153	226	231	852	7	7	78	224	229	851
Preston	96	89	150	108	97	167	93	76	124	120	96	170
Southampton	248	182	640	523	419	862	454	343	743	500	418	918
Sunderland	25	15	20	166	129	136	135	100	101	160	115	130
Swansea	9	9	30	136	195	305	88	109	208	97	123	239
Tyne ports	64	50	17	340	242	188	157	149	146	254	215	205
Glasgow	78	92	93	144	152	129	82	113	97	116	165	141
Belfast	500	500	679	529	517	732	340	415	474	495	528	723
Other ports	1,107	1,136	2,479	1,463	1,512	3,443	798	810	1,449	1,474	1,525	3,378
TOTAL	3,959	3,802	6,285	6,834	6,622	11,226	3,745	3,779	5,946	6,637	6,594	11,186

Table 5. Coasting trade movement at UK ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of January 1965	5,560	3,394	2,709	685	5,509	3,378	2,722	656
Month of January 1966	5,432	3,236	2,616	620	5,386	3,336	2,633	703
In ballast: Month of January 1965	4,945	2,843	2,240	603	4,871	2,691	2,190	501
Month of January 1966	4,870	2,796	2,110	686	4,889	2,666	2,072	594
Coasting Trade – United Kingdom								
With cargo: Month of January 1965	6,382	3,959	3,212	747	6,036	3,745	3,057	688
Month of January 1966	6,285	3,802	3,138	664	5,946	3,779	3,042	737
In ballast: Month of January 1965	5,021	2,874	2,262	612	5,256	2,892	2,342	550
Month of January 1966	4,941	2,820	2,124	696	5,240	2,815	2,203	612

(a) Commonwealth and Irish Republic.

A Priestman 'Beaver' hydraulic excavator digging one of four 18ft. deep holes for the foundation of a 400ft. television tower being erected for the New Zealand Broadcasting Corporation. Priestman Brothers Ltd., of Hull say that 50 per cent of their production of Beavers is being despatched to various export destinations in Scandinavia, Europe, the Far East and Australasia.

North Sea Ferries have taken delivery of a special Commer tractor to marshal hauliers' semi-trailers in Hull's King George Dock. The new vehicle is a VAAW815, having a 9 ft. 7 in. wheelbase, Perkins 6·354 120 h.p. diesel engine, Eaton two-speed axle and York Big D coupling gear. North Sea Ferries operate the roll-on/roll-off ferry service between Hull and Rotterdam (Europoort).

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in March was 8 per cent higher than the previous year, compared with increases of 1 per cent and 5 per cent in February and January respectively. In the first quarter as a whole, sales were 5 per cent higher than the corresponding period last year.

Food shops and household goods shops showed increases of 9 per cent and 2 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 6 per cent on a year earlier.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
3rd quarter	120	+ 6	123	+ 5	113	+ 9	121	+ 7	120	+ 7
4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
1965 March	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2
April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8
May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6
July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9
August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9
September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Cinema admissions in March

DURING MARCH, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 5·7 million and the weekly average of gross box office takings was £1·22 million.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during April 1966, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,626	1,626
£1,000 and under £10,000	2	622	624
£10,000 and under £50,000	—	101	101
£50,000 and under £100,000	—	15	15
£100,000 and under £1,000,000	—	7	7
£1,000,000 and above	—	2	2
Total Number	2	2,373	2,375
Total amount of Nominal Capital	'000's £2	'000's £8,042	'000's £8,044

Companies registered in Great Britain in 1965 and 1966

	1965		1966	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,127	8,031	2,252	4,987
February	3,281	9,615	2,430	6,800
March	4,722	17,718	3,480	9,437
April	3,636	9,893	2,375	8,044
May	3,306	6,547		
June	2,673	5,568		
July	2,553	4,329		
August	2,276	3,865		
September	2,468	11,188		
October	2,573	4,948		
November	2,529	5,671		
December	2,702	14,968		
Total	35,846	102,341		

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday May 20, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.
BR/NQ indicates that the film is British but does not qualify for the exhibitors' quota.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 29: *Swedish Pattern*	Br/E 31271	9	May 16	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Night Without Pity	Br/E 31278	56	May 18	Ranworth Film Services Ltd.	Parroch Films Ltd.
Wholly Communion	Br/NQ 31286	33	May 20	Contemporary Films Ltd	Lorrimer Films Ltd.
The New Tenant	Br/NQ 31287	30	May 20	" "	University of Bristol, Drama Dept.
Movietone News 1927	Br/E 30869	8	May 20	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1927A	Br/E 30870	8	May 20	" "	" "
Pathe News 66-39	Br/E 30955	10	May 20	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd
Pathe News 66-40	Br/E 30956	8	May 20	" "	" "
FOREIGN					
Gunpoint	F 31269	86	May 16	Rank Film Distributors Ltd.	Universal International Films Inc.
The Ghost and Mr. Chicken	F 31270	90	May 16	" "	" "
Le Poulet (The Chicken)	F 31272	16	May 18	Amanda Films Ltd.	Renn Productions, Paris
Mission Bloody Mary	F 31273	99	May 18	Compton-Cameo Films Ltd.	F.I.D.A. Cinematografica, Rome
Inside Daisy Clover	F 31274	107	May 18	Warner-Pathe Distributors Ltd.	Park Place Productions Inc.
Who Wants to Sleep	F 31275	89	May 18	S.F. (Film) Distributors Ltd.	Intercontinental Filmproduktion G.m.b.H, Vienna
Mickey One	F 31276	93	May 18	Columbia Pictures Corp. Ltd.	Florin Tatira Productions Inc.
Lilith	F 31277	114	May 18	" "	Centaur Enterprises.
Trapped by Fear	F 31279	70	May 19	S.F. (Film) Distributors Ltd.	Societe Francaise de Cinemaograph, Paris, France Cinema Production, Paris and Incei Films, Rome.
Flower of Chinese Sport	F 31280	8	May 20	Contemporary Films Ltd.	China Film Distribution Corp., Peking.
Allo, Allo	F 31281	10	May 20	" "	Romfilm, Bucharest.
Pianissimo	F 31282	8	May 20	" "	Carmen d'Avino.
The Hat	F 31283	19	May 20	" "	Institute for International Order Inc.
The Rescuers	F 31284	9	May 20	" "	Film Polski, Warsaw.
The Wedding	F 31285	22	May 20	" "	Sovexport film Moscow.

AMENDMENTS TO THE REGISTER:
The particulars of the film 'The Son of the Red Pirate' (F 27300) registered on April 5, 1962 have been amended to provide alternative playing times as follows: (a) 97 mins; (b) 82 mins
The playing time of the film 'Captain Falcon-Adventurer' (F 26279) registered on April 18, 1961 has been amended to 82 minutes.

OVERSEAS STERLING AREA TRADE SUMMARY

Slower growth in trade of Overseas Sterling Countries in 1965

BETWEEN 1964 and 1965 exports from the overseas sterling area (excluding the sterling Persian Gulf States) grew by 4 per cent: this was a much slower rate of growth than that of a year earlier, and reflects a slackening in growth of exports during the first half of 1965 and a resumption of fairly fast growth during the second half of the year. Imports increased faster than exports, but the rise of 8 per cent was less than in 1964. The growth in imports was concentrated mainly in the first half of the year. Trade of the sterling Persian Gulf States has not in the past been covered in this article, but some separate statistics have been produced and are given in table 4. These statistics show that in 1965 exports of the sterling Persian Gulf States were 5 per cent higher than in 1964, a lower rate of increase than in the earlier year. Imports were 7 per cent higher, a greater rate of increase than in 1964.

Except for a reference to the Persian Gulf States at the end of this article, the following paragraphs relate solely to the trade of the overseas sterling area excluding the Persian Gulf States.

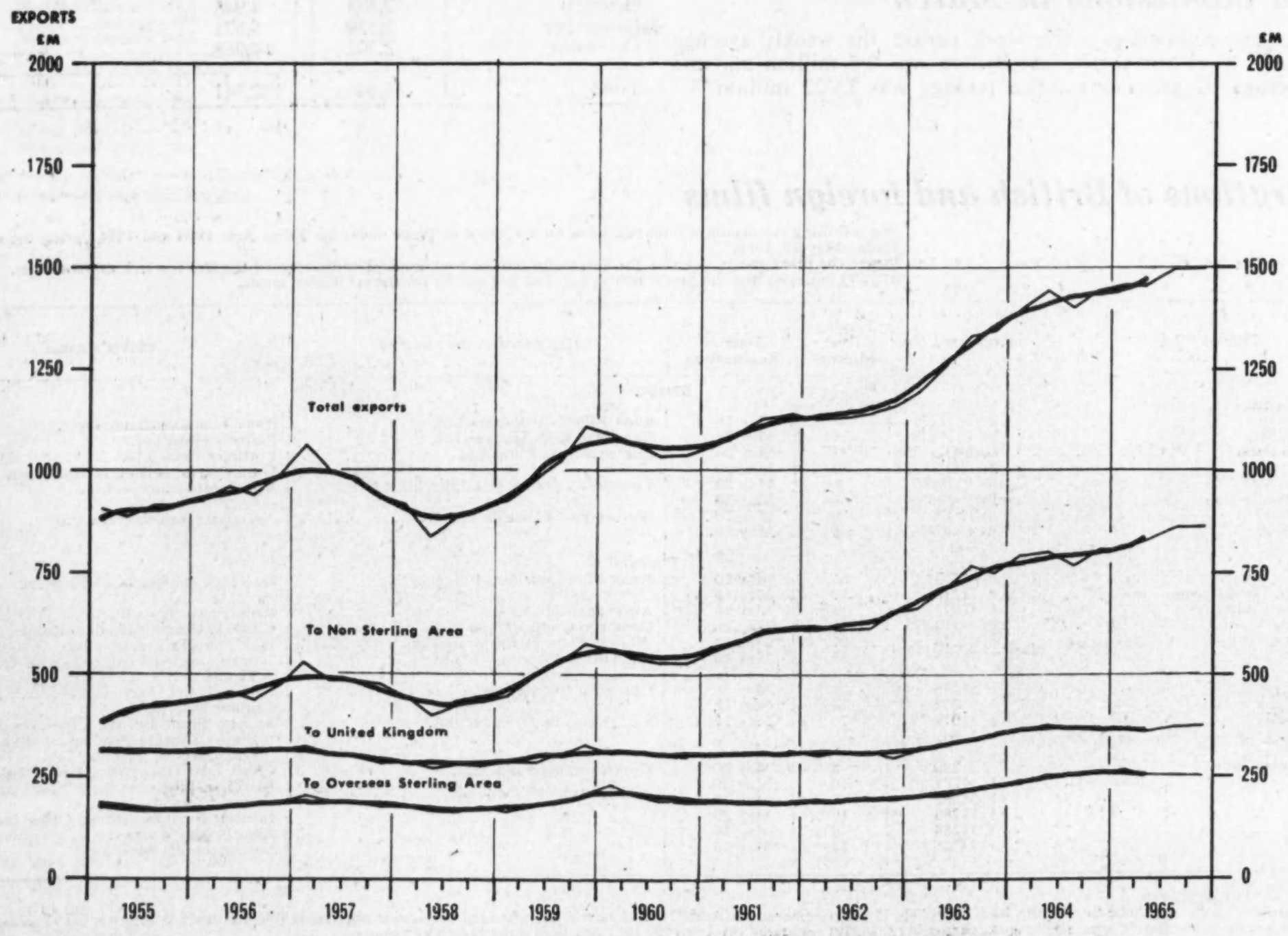
Developments in the fourth quarter of 1965

Exports in the final quarter of 1965 increased, but not as fast as in the third quarter. The 4 per cent increase above the level of the fourth quarter of 1964 was nearly all in exports to the non-sterling area, which rose by 8 per cent. Exports by the countries of the overseas sterling area to each other fell by about 3 per cent (table A). Imports, which had declined slightly in the third quarter, fell to the level of the final quarter of 1964. This fall was mainly in imports from the overseas sterling area; imports from the United Kingdom were 3 per cent higher than a year earlier, but not as high as in the third quarter of 1965.

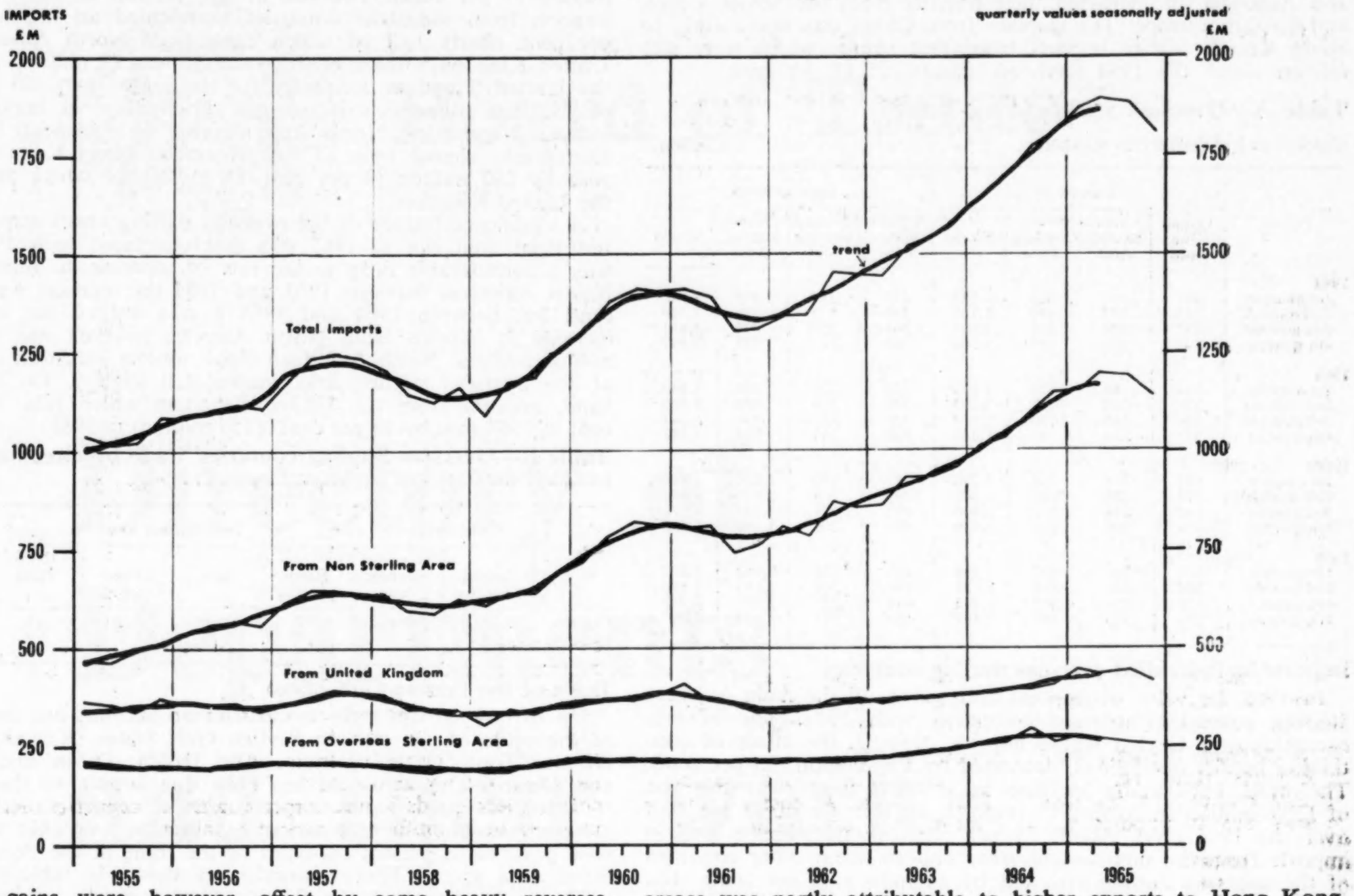
Exports from overseas sterling countries in 1965

Exports from overseas sterling countries in 1965 amounted to £5,899 million; an increase of £221 million. Almost all the increase was in exports to the non-sterling area (£208 million); rather more than half this increase was attributable to increased exports to the European Economic Community (£72 million) and North America (£58 million). Trade between overseas sterling area countries rose by 2 per cent (£17 million) but exports to the United Kingdom remained at about the level for 1964. This was a reversal of the situation in 1964 when the United Kingdom and the overseas sterling area markets provided the greater stimulus to the exports of the overseas sterling area. Exports to the Soviet Union and Eastern Europe and to China together increased by £44 million. Although this market is of growing importance to the overseas sterling area, it still accounts for only about 7 per cent of the area's total exports.

As in 1964, movements in values of a number of primary products were a major influence in the rate of growth of export earnings of the area. For example, although the quantity of copper exported was less than in 1964, earnings from exports of this product increased by £23 million. (The earnings might have been higher, had not some countries, notably Australia, imposed restrictions on copper exports to conserve supplies for their home industries.) Exports of tin earned an additional £18 million, a rise of 18 per cent, mostly attributable to higher prices. Natural rubber exports added a further £14 million, a combination of increased quantity and price. Raw cotton prices fell during the year, but the loss was more than offset by the rising world demand; a 28 per cent increase in the quantities exported resulted in a gain of £13 million. In spite of a sharp decline in prices, exports of raw cocoa increased by £12 million, a rise of 11 per cent. Moderate increases were recorded in exports of meat and meat preparations; favourable prices for these helped towards an increase of £8 million. Rises of £5 million each in exports of jute goods and of lead were recorded, mainly as a result of price increases, but in the case of cotton piece-goods it was larger quantities exported that led to an increase of £5 million in export earnings.



Trade of the Overseas Sterling Area



These gains were, however, offset by some heavy reverses. Earnings from wool fell by 15 per cent, a decrease of £83 million compared with 1964. The general unfavourable factors affecting prices of wool were to some extent aggravated by a deterioration in the quality of some overseas sterling countries' wool which suffered through drought conditions during the year. A slight fall in the quantity of sugar exported and a serious decline in prices led to a decrease of £35 million in export earnings. For similar reasons coffee export earnings fell by £14 million.

The net result of the movements in the value and quantities of exports of the 15 major commodities shown in table C was a decrease of £24 million in the overseas sterling area's export earnings from these commodities compared with 1964. However, an increase of £36 million in Nigeria's export earnings from oil and increased earnings from exports of other commodities led to the higher overall export earnings from all commodities.

Exports from individual overseas sterling countries in 1965

In absolute terms, Nigerian exports showed by far the largest individual increase in export earnings; the total value of the country's exports was £54 million above that achieved in 1964, an increase of 25 per cent which occurred mostly in the second and third quarters of the year. Increased earnings from oil, accounting for approximately £36 million, were a major factor in the total increase, but larger shipments of cocoa augmented the country's export earnings. Hong Kong followed fairly closely with an increase of £47 million (13 per cent) of which £10 million went to the Soviet Union and Eastern Europe, a rise of 25 per cent in Hong Kong's trade with this area. Hong Kong's exports to the United States rose by £33 million, while exports to the European Economic Community, mainly Western Germany, increased by £10 million; both of these increases were mainly in clothing and textiles. Hong Kong's export trade with the United Kingdom, however, fell by 11 per cent, a decline of £7 million: the major products affected were also clothing and textiles. A rise of £31 million, or 16 per cent, in exports from Singapore was particularly marked during the last quarter of the year and was a good improvement from the depressed level of 1964. The increase was partly attributable to higher exports to Hong Kong, Australia and Japan, mainly of mineral fuels and crude materials. Nigeria, Hong Kong and Singapore together accounted for about 60 per cent of the increase in the overseas sterling area's exports in 1965.

Other countries who increased their export earnings were Malaya with an increase of £15 million (6 per cent) and South Africa whose exports rose by £14 million (3 per cent). Malaya benefited from higher prices for tin, but her total exports of all goods during the last quarter of the year fell below the level of the last quarter of 1964.

These several gains were to some extent offset by a fall in the export earnings of other countries of the overseas sterling area. The fall in wool exports adversely affected both Australia's and New Zealand's export earnings. Australia's exports of wheat also suffered as a result of the drought. The decreases in total exports were: Australia £30 million and New Zealand £26 million. Other countries with significant decreases in export earnings were Tanzania £7 million, and India £6 million. India's exports to the United Kingdom and the overseas sterling area fell by £15 million and £5 million respectively, but exports to the Soviet Union and Eastern Europe increased by £12 million, a rise of 13 per cent.

Imports into overseas sterling countries in 1965

Imports into the overseas sterling area increased by 8 per cent (an additional £545 million) between 1964 and 1965, a somewhat slower rate of growth than between 1963 and 1964, but still much faster than the growth in export earnings. Nearly all the growth in imports occurred in the first half of the year; import controls imposed by a number of overseas sterling area countries had an effect in the latter part of the year. The largest increase, in absolute terms, was in imports from the non-sterling area which were £392 million above the total for 1964, an increase of 9 per cent. Imports from other overseas sterling countries were just below the 1964 level, but imports from the United Kingdom increased by 10 per cent, an additional £156 million (table B). There were also increases in imports from the Soviet Union and Eastern Europe (an additional £30 million – 15 per cent) and from

China (an additional £27 million – 13 per cent). India, Pakistan and Australia all increased their imports from the Soviet Union and Eastern Europe. The increase from China was due mainly to Hong Kong's higher imports from that source which were £22 million above the 1964 level, an increase of 18 per cent.

Table A—Overseas Sterling Area Trade

(SEASONALLY ADJUSTED VALUES) £ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1962								
1st quarter .	307	198	625	1,129	335	210	806	1,345
2nd quarter.	315	197	617	1,129	343	215	786	1,349
3rd quarter.	317	200	621	1,137	364	215	873	1,451
4th quarter.	302	199	657	1,160	369	217	859	1,447
1963								
1st quarter .	318	206	670	1,193	358	220	866	1,443
2nd quarter.	333	208	712	1,253	370	220	930	1,523
3rd quarter.	341	220	770	1,330	376	232	934	1,541
4th quarter.	357	234	757	1,348	380	245	955	1,581
1964								
1st quarter .	367	234	796	1,398	383	250	1,010	1,640
2nd quarter.	378	258	805	1,441	394	257	1,035	1,690
3rd quarter.	371	258	771	1,400	392	288	1,093	1,771
4th quarter.	373	260	806	1,439	404	259	1,148	1,812
1965								
1st quarter .	372	266	817	1,456	443	274	1,152	1,872
2nd quarter.	366	256	833	1,455	431	267	1,193	1,893
3rd quarter.	373	254	867	1,493	442	259	1,190	1,887
4th quarter.	376	253	869	1,497	415	251	1,142	1,807

Imports by individual overseas sterling countries

In 1965 the value of imports into nearly all the main overseas sterling countries increased compared with 1964. The notable exception was Ceylon whose imports, through the effect of continuing import restrictions, decreased by £37 million (25 per cent). The most outstanding increase in absolute terms was the rise of £137 million in Australia's imports, an increase of 13 per cent over the 1964 level. About 75 per cent of this increase was in imports from the non-sterling area; imports from other countries of the overseas sterling area fell by £4 million (3 per cent). The increase in Australia's imports was highest in the earlier months of the year. Most of South Africa's increase of £111 million (15 per cent) in imports also occurred in the earlier months of the year; by the last quarter of 1965 import restrictions were having an effect and imports had fallen below the level of a year earlier. The additional £58 million (6 per cent) which India imported in 1965 came almost entirley from the non-sterling area, notably Western Germany. Her imports from the United Kingdom and the United States were marginally lower. Ghana and New Zealand each recorded an increase of £32 million in imports over 1964, and there were significant increases in imports into Singapore (£28 million), Hong Kong (£26 million), the Irish Republic (£24 million), Nigeria (£20 million), Pakistan (£16 million) and Kenya (£12 million).

Imports from industrial countries

Imports into the overseas sterling area from industrial countries increased last year by £445 million, an increase of 9 per cent, which, although lower than the rate of increase in 1964 was higher than the 1965 rate of increase in the area's imports from industrial and non-industrial countries together. All the main industrial countries shared in the 9 per cent increase. Imports from the United Kingdom rose by £156 million (10 per cent), from Western Germany by £87 million (20 per cent), from Japan by £69 million (13 per cent) and from North America by £28 million (2 per cent – well below the rate of increase in 1964 from this area). Imports from the European Economic Community as a whole increased by £170 million. Imports from the European Free Trade Association without the United Kingdom, increased by only £20 million, but their share of the overseas sterling area's total imports from industrial countries remained at the same level, about 5 per cent, as in the previous year.

Australia's imports from industrial countries rose by £127 million, an increase of 15 per cent. £36 million of this increase came from Japan and £33 million from the United Kingdom, representing increases of 44 per cent and 12 per cent respectively. There were also increases in Australia's imports from the European Economic Community (£27 million), North America (£26 million) and the European Free Trade Association (£5 million). India and Pakistan increased their imports from industrial countries; India by £38 million (5 per cent) and Pakistan by £20 million (7 per cent). The rise of £31 million in New Zealand's imports from industrial countries represented an increase of 13 per cent, nearly half of which came from North America. The United Kingdom's share of this increase was £7 million. However, the United Kingdom accounted for the major part (60 per cent) of the Irish Republic's increase of £19 million in imports from industrial countries; North America and the European Economic Community shared most of the remainder. Hong Kong's imports rose by £10 million (4 per cent) £8 million of which came from the United Kingdom.

A significant feature of the overseas sterling area's imports from industrial countries in 1965 was that compared with 1964 there was a considerable drop in the rate of increase in imports from North America; between 1963 and 1964 the increase was 17 per cent, but between 1964 and 1965 it was only 2 per cent. The increase in imports from North America in 1965 was only £28 million and the North American share, among industrial countries, of the overseas sterling area market fell slightly. On the other hand, imports from the United Kingdom which rose by 6 per cent in 1964 rose by 10 per cent (£156 million) in 1965.

Table B—Overseas Sterling countries' trade by direction

(PERCENTAGE CHANGE BETWEEN 1964 and 1965)

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports.	—	+2	+7	+ 8	+ 6	+7	+4
Imports.	+10	—	+2	+18	+11	+9	+8

Trade of the Persian Gulf States

Up to now in this series of articles no account has been taken of the trade of the sterling Persian Gulf States (Kuwait, Kuwait Neutral Zone, Qatar, Bahrein, Abu Dhabi, Dubai and Muscat and Oman). This omission has been due largely to the lack of statistics of imports and exports of these countries. However, a growing amount of information has become available, and it is now possible to present estimates of the trade of the Persian Gulf States as a group. These estimates are shown in table 4.

The main export of the Persian Gulf States is, of course, oil but this trade is not recorded in the countries' trade statistics. The estimates in table 4 are, in the main, based on quarterly crude oil production and posted prices. Estimates of exports other than oil and of imports have been based partly on statistics published by the countries concerned and partly on information obtained directly from them. Direction of trade has been estimated mainly from the statistics of trade with the Persian Gulf States recorded in the trade accounts of their trading partners.

Statistical notes:

Sources. The tables have been compiled by the Statistics Division of the Board of Trade from the publications of sterling and Commonwealth countries or from material made available specially through the co-operation of those countries. Since the tables of trade are based on the statistics complied by the in-

Table C—Exports of some major commodities from the Overseas Sterling Area

	Unit of quantity	Exports in 1965			
		Quantity		Value	
		Unit	% change over 1964	£ million	% change over 1964
Raw wool .	lb. million	2,342·9	+ 2	475·6	—15
Raw cotton .	lb. million	886·6	+28	72·8	+21
Raw jute .	tons '000	718·2	—10	65·8	+ 3
Wheat . .	tons '000	6,548·5	+11	134·9	+ 5
Raw sugar .	tons '000	3,972·0	— 3	142·6	—20
Lead . .	tons '000	376·0	—15	40·1	+16
Tin. . .	tons '000	84·4	+ 3	115·4	+18
Copper . .	tons '000	788·1	— 4	205·4	+13
Raw cocoa .	tons '000	846·7	+38	126·6	+11
Raw coffee .	lb. million	589·1	— 4	65·5	—17
Tea . .	lb. million	1,023·6	+ 2	189·6	— 2
Natural rubber.	tons '000	1,291·7	+ 3	236·7	+ 6
Cotton piece-goods . .	yds. million	1,239·7	+ 9	86·3	+ 6
Jute goods .	tons '000	1,133·8	—13	158·2	+ 3
Meat and meat preparations.	cwts. million	22·2	— 4	257·5	+ 3

(*Continued on page* 1199)

Board of Trade

Directory of Departments and their work

The responsibilities of the Board of Trade cover a very wide field. Readers who may wish to make contact with one of the Departments will find that the list printed overleaf will help them to get in touch with the Section concerned with their particular problem.

There is an inquiry room at each of the main Offices of the Board of Trade, and also at the Export Information Centre, Hillgate House, 35 Old Bailey, London, E.C.4, where callers are directed to the person most able to answer them.

It may be advantageous to communicate in the first instance with the nearest Board of Trade Regional Office (as listed on page iv of this Directory). The local office may be able to deal with the problem, and in any case will be able to direct the inquiries to the correct quarter.

(*The previous edition of this Directory was published in the* Board of Trade Journal *of August* 14, 1964). *Separate copies of the present issue of the* Board of Trade Journal, *containing the Directory, can be obtained from Her Majesty's Stationery Office and branches price* 1*s.* 6*d. each.*

Section 1
Functions and addresses of Board of Trade departments

Secretariat

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. The private office of the President of the Board of Trade, who is the Cabinet Minister responsible to Parliament for the work of the Board, and the offices of the three Ministers of State and the Parliamentary Secretary.

Parliamentary Branch

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. The channel through which the Parliamentary work of the Board of Trade is conducted.

Commercial Relations and Exports Department (C.R.E.)

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Protection of United Kingdom commercial interests overseas. Consideration of external commercial policy and international commodity policies. Trade negotiations and commercial treaties with overseas countries. The Department is divided into five Divisions, which are concerned with problems arising in respect of particular countries overseas as well as having responsibility for general external commercial policy, including matters arising in relation to the General Agreement on Tariffs and Trade (GATT), the Organization for Economic Co-operation and Development (OECD), the Council of Europe, the European Coal and Steel Community (ECSC), the European Free Trade Association (EFTA), and the European Economic Community (EEC). The Department is assisted overseas by Commercial Officers of the Diplomatic Service.

General Department

DIVISION 1

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Board of Trade interest in general economic policy, including national economic planning, incomes and prices, productivity and industrial efficiency, public expenditure and taxation, the balance of payments and world trade.

Economic Research Unit

Advice on Economic Research to Departments in the Board of Trade.

DIVISION 2

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. General policy on export promotion, export credit and finance, and overseas aid.

Overseas Trade Fairs and British Weeks and Store Promotions Directorates

Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Abbey 7877. Telex No. 25955. Information about exhibitions and trade fairs at home and overseas. Assisting and developing United Kingdom commercial participation in overseas trade fairs and British Weeks, and organizing official participation.

Export Licensing Branch

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757. Telex No. 25977. Export licensing, import certificates.

Export Services Branch

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757, Telex No. 25977. Information about overseas markets and advice on opportunities and methods of exporting British goods. Information on customs duties, tariff and import regulations of overseas countries; on commercial status of overseas firms. Assistance to British manufacturers in finding agents abroad; in making visits abroad. Publication of *Export Service Bulletin,* containing information on opportunities for British firms engaged in overseas trade. (*For 'Call Export Intelligence' campaign see page* 1177 *of this issue.*)

DIVISION 3

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Introduction of the new system of investment grants to industry announced in White Paper Cmnd. No. 2874; revision of Local Employment Acts.

Tariff Division

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Responsibility for policy in respect of the United Kingdom protective tariff and for the administration of tariff and anti-dumping legislation and for international tariff negotiations.

Import Licensing Branch

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757, Telex No. 25977. Import licensing.

Dyestuffs Office

76 Newton Street, Manchester. Manchester Central 2171. Telex No. 66104.

Industries and Manufactures Department (I.M.)

DIVISION 2

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Matters concerned with consumer protection, including the administration of the Merchandise Marks Acts; weights and measures legislation; credit trading, including hire purchase and hiring. The distributive, packaging and advertising industries. Tourism and the holiday and hotel trades. Monopolies, mergers and restrictive practices, including resale price maintenance.

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Standard Weights and Measures Department

26 Chapter Street, London, S.W.1. Victoria 7032. The administration of Weights and Measures legislation.

DIVISION 3

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Textiles (including their raw materials, also apparel); chemicals and allied industries (including dyestuffs, plastics materials, fertilizers and paints); rubber (natural and synthetic) and rubber manufactures, tobacco, films, miscellaneous materials and domestic and consumer goods, the service trades.

Jute Control

71 Meadowside, Dundee. Dundee 24953. Purchase and distribution of jute goods.

DIVISION 4

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Shipbuilding, metals (except iron and steel), hides, skins and leather, timber, paper making materials and paper, pottery, glass, cutlery, silverware and miscellaneous consumer goods.

Distribution of Industry Division

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. General distribution of industry policy. Liaison on regional development. Administration of the Local Employment Acts, including the provisions for loans and grants. Control of office development. The building and leasing of factories and the management of industrial estates through the agency of the Industrial Estates Management Corporations. Industrial location policy, the issue of industrial development certificates under the Town and Country Planning Acts. Board of Trade regional organization.

Regional Offices (*A list of addresses and areas covered is given on page iv*).

Advice and assistance to firms on all matters of concern to the Board of Trade including export and production, industrial development certificates and location of industry. Research into regional industrial problems.

Patent Office and Industrial Property and Copyright Department

25 Southampton Buildings, Chancery Lane, London, W.C.2. Holborn 8721. Administration of the Acts on Industrial Property and Copyright (the Patents Act, the Registered Designs Act, the Trade Marks Act and the Copyright Act); International Conventions and Agreements on these forms of property.

Manchester Branch: 51 Regent House, Cannon Street, Manchester, 4. Manchester Blackfriars 3759. Branch office for textile design registrations and for the optional filing of textile trade mark applications.

Insurance and Companies Department and Bankruptcy Department

Insurance and Companies Department

Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. Abbey 7877. Telex No. 25955. Administration of the Companies Act (excluding liquidation of companies), the Registration of Business Names Act, the Prevention of Fraud (Investments) Act which regulates the business of dealing in securities and unit trusts, and the Protection of Depositors Act. Administration of the Insurance Companies Acts; matters affecting the insurance industry at home and overseas.

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757. Telex No. 25977. Investigations and liquidations of companies.

Registrar of Companies

Companies House, 55/71 City Road, London, E.C.1. Clerkenwell 9393.

Registrar of Business Names

Companies House, 55/71 City Road, London, E.C.1. Clerkenwell 9393.

Bankruptcy Department

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757, Telex No. 25977. General administration of insolvencies of individuals and firms.

Shipping Policy Division

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Policy in relation to the United Kingdom Merchant Fleet. General policy on flag discrimination and commercial regulation of international shipping. Shipping relations with other countries.

Marine Division

Marine Crews Branch, 71/73 Southwark Street, London, S.E.1. Waterloo 7999.

Marine Navigational Aids Branch, Abell House, John Islip Street, London, S.W.1. Victoria 1741.

Marine Safety Branch, Surrey House, 20 Lavington Street, London, E.C.1. Waterloo 7999.

Administration of the Merchant Shipping Acts in respect of the Merchant Navy and Fishing Industry.

General Register and Record Office of Shipping and Seamen, Llantrissant Road, Llandaff, Cardiff. Cardiff 71221.

Statistics Division

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. Abbey 7877. Telex No. 25955. Hillgate House, 35 Old Bailey, London, E.C.4. City 5757, Telex No. 25977. The collection and/or analysis of various statistics, including those relating to the overseas trade of the United Kingdom, the trade and economies of Commonwealth and foreign countries, industrial production and orders, domestic capital expenditure and stocks, retail and kindred trades, financial transactions and conditions relating to the balance of payments and the home economy, wholesale prices. Business Monitor.

See also Board of Trade Library, Statistics and Market Intelligence Library.

Census Office

Lime Grove, Eastcote, Ruislip, Middlesex. Pinner 8771. Censuses of Production and Distribution; Annual and other periodic inquiries into various trades.

Accountants Division

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757. Telex No. 25977. Common accountancy service for Board of Trade Departments and also provision of accountancy assistance to the Board of Trade Advisory Committee and certain other Government Departments.

Information Division

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Liaison with all home and overseas news facilities, arranging publicity for Ministerial and departmental activities. Press Office. *Board of Trade Journal* Editorial Office. EFTA Information Centre.

Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Abbey 7877. Arranging publicity overseas for official exhibits and for individual participation in trade fairs and British Weeks.

Finance Division

Broadway Buildings, 54 Broadway, London, S.W.1. Abbey 7877. Telex No. 25955. General supervision over the financial policy of the Board of Trade.

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757. Responsibility for Board of Trade payments and receipts and related accounting matters.

Enemy Property Branch (EPB)

2 Bunhill Row, London, E.C.1. Monarch 4071. Telex No. 25977.

Custodian of Enemy Property for Scotland and Custodian of Enemy Property for England

2 Bunhill Row, London, E.C.1. Monarch 4071. Telex No. 25977.

Custodian of Enemy Property for Ireland

Royal Courts of Justice (Ulster), Rooms 26-28, Belfast. Belfast 21212.

Responsibility for the administration of enemy property under the Trading with the Enemy Act, 1939, the Distribution of German Enemy Property Act, 1949, the Orders made under the Treaties of Peace (Italy, Rumania, Bulgaria, Hungary and Finland) Act 1947, and under the Japanese Treaty of Peace Act, 1951.

Solicitor's Department

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Advice to the Board of Trade on legal matters.

Prosecution Branch

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757. Telex No. 25977.

Establishment Division

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Responsibility for the general organization and staffing of the Board of Trade.

Board of Trade Library

Headquarters Library

1 Victoria Street, London, S.W.1. Abbey 7877. Telex No. 25955. Supplies publications and provides bibliographical services to meet the requirements of all departments of the Board. Compiles and maintains a current index of the *Board of Trade Journal*. Publishes a list monthly of *Board of Trade Publications not sold by HMSO*.

Statistics and Market Intelligence Library

Hillgate House, 35 Old Bailey, London, E.C.4. City 5757. Telex No. 25977. A public reference library of materials for current research and information on overseas markets of the world. Includes large collections of economic and general statistics, catalogues of foreign manufacturers, and overseas trade and telephone directories. Hours: 9 to 5.30 Mondays to Fridays.

Board of Trade regional offices

Northern Region

Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: West Riding House, 4 Oxford Street, Workington. (Tel. Workington 3788.)

Yorkshire and Humberside Region

The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2.38232. Telex No. 55472.)

North Western Region

Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)

Midland Region

Derbyshire (except the High Peak District, viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge, the rural district of Chapel-en-le-Frith), Herefordshire, Leicestershire, parts of Lincolnshire (Holland and Kesteven and County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021.MID 8221. Telex No. 33702.)

Eastern Region

Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6721. Telex No. 25991.)

London and South Eastern Region

Great London Council administrative area, Dorset (Poole M.B. only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)

South Western Region

Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole M.B.), Gloucestershire, Somerset and Wiltshire.
Prudential Buildings, Wine Street, Bristol. (Tel. Bristol 294821. Code: OBR 2.294821. Telex No. 44214.)

Wales

Wales and Monmouthshire.
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2.62151. Telex No. 49267.)

Scotland

314 St. Vincent Street, Glasgow, C.3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.)
District Office: 29a, High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3.30867/8.)

Northern Ireland

Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)

Export Credits Guarantee Department

Head office: Barrington House, 59/67 Gresham Street, PO Box 272, London, E.C.2. (Monarch 6699).

London: Marlon House, 71/74 Mark Lane, London, E.C.3. (Royal 3491.) Serving London Postal Districts E., E.C.2. and 3, and Essex.

(West End) Cunard Building, 15 Regent Street, London, S.W.1. (Whitehall 9061.) Serving London Postal Districts N.W., and W., and Counties of Berks, Bucks, South Middlesex, Oxford, Hants and Isle of Wight.

Empire House, St. Martins-Le-Grand, London, E.C.1. (Monarch 4581.) Serving London Postal Districts E.C.1. and N., W.C.1. and W.C.2. and Counties of Beds., Cambs., Huntingdon, North Herts, Norfolk and Suffolk.

42/46 Weston Street, London, S.E.1. (Hop 5011.) Serving London Postal Districts E.C.4., S.E. and S.W., and Counties of N. Middlesex, Kent, Surrey and Sussex.

Belfast: 7 Donegall Square West, Belfast. (Belfast 29428.)
Birmingham: Chamber of Commerce House, Harborne Road, Birmingham, 15. (Edgbaston 4375.)
Bradford: West Riding House, Cheapside, Bradford, 1. (Bradford 25147.)
Bristol: Washington House, Great George Street, Bristol, 1. (Bristol 22102.)
Cardiff: St. Davids House, Wood Street, Cardiff. (Cardiff 26657.)
Edinburgh: 108 George Street, Edinburgh, 2. (Caledonian 3004.)
Glasgow: 7 West George Street, Glasgow, C.2. (Glasgow Central 3056.)
Leeds: Headrow House, 42 The Headrow, Leeds, 1. (Leeds 30082.)
Liverpool: India Buildings, Water Street, Liverpool, 2. (Liverpool Central 5756.)
Manchester: Cheshire House, 18/20 Booth Street, Manchester, 2. (Central 8861.)
Newcastle: District Bank Chambers, 36/38 Mosley Street, Newcastle-upon-Tyne, 1. (Newcastle 29838.)
Nottingham: Equitable House, Old Market Square, Nottingham. (Nottingham 46585.)
Sheffield: 8/12 Furnival Gate, Sheffield, 1. (Sheffield 29151.)
New York Office: c/o British Consulate-General, 845 Third Avenue, New York, 22. (Plaza 2-8400.)

Functions and addresses of independent corporate bodies and some other organizations whose work is related to that of the Board of Trade

(N.B.—These are not Departments of the Board of Trade)

British Film Fund Agency

9 Cavendish Square, London, W.1. (Museum 5551.) The distribution of the proceeds of a levy on cinema exhibitors to makers of British films.

British Productivity Council

Vintry House, Queen Street Place, London, E.C.4. (Central 9613.) Promotion of industrial efficiency and productivity by films, specialized publications, conferences and seminars and the work of over 100 Local Productivity Committees and Associations throughout the United Kingdom.

British Standards Institution

British Standards House, 2 Park Street, London, W.1. (Mayfair 9000.) The national body responsible for the preparation and publication of industrial standards and codes of practice in the United Kingdom, for certification marking schemes associated with certain of these standards, and for dealing with the United Kingdom interest in international standards matters. Information on standards of other countries.

British Travel Association

Queen's House, 64-65 St. James's Street, London, S.W.1. (Mayfair 9191.) Publicity for Britain's tourist amenities to attract visitors from overseas and to increase the number of people who take holidays in this country; the improvement of amenities for tourists and holidaymakers.

Cinematograph Films Council

Board of Trade, 1 Victoria Street, London, S.W.1. (Abbey 7877.) Statutory advisory body to the Board of Trade on the film industry.

Consumer Council

3 Cornwall Terrace, London, N.W.1. (Hunter 1658.) Examines consumer problems to consider and promote action to resolve them.

Council of Industrial Design

The Design Centre, 28 Haymarket, London, S.W.1. (Trafalgar 8000.) Promotes improvement of design of British products by means of various information services and the Design Centre, which is a permanent but changing exhibition of well-designed British goods in current production. The Information Services include reference library, lending libraries of photographs and slides, lecture panel, Record of Designers, Press Office retail section, monthly magazine (Design) and Design Index of 10,000 products.

Monopolies Commission

8 Cornwall Terrace, Regent's Park, London, N.W.1. (Museum 8801.) Investigation and reports on matters referred to it by the Board of Trade under the Restrictive Trade Practices (Inquiry and Control) Act 1948, as amended by The Restrictive Trade Practices Act 1956.

National Films Finance Corporation

28 Soho Square, London, W.1. (Gerrard 4884.) Financing the production of British films.

Office of the Registrar of Restrictive Trading Agreements

Chancery House, Chancery Lane, W.C.2. (Chancery 2858.) Registration of restrictive trade agreements and the institution of proceedings before the Restrictive Practices Court, under the Restrictive Trade Practices Act 1956. (The Registrar is appointed by the Crown, not by the President of the Board of Trade, and is entirely independent of the Board of Trade.)

Section 2 Subject index

This index refers only to the subjects and responsibilities detailed in Section 1. It is not a complete index of all subjects dealt with by the departments and organizations listed in Section 1.

References under each heading and subheading are given in the order in which they occur in Section 1. References beginning *'BOT'* are to the list of Board of Trade departments and divisions with which Section 1 begins; *'ECGD'* refers to the Export Credits Guarantee Department; and other references will be found in the list of independent corporate bodies etc. at the end of Section 1.

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  Trade marks *BOT Patent Office and Industrial Property and Copyright*
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Trade marks *BOT Patent Office and Industrial Property and Copyright*
Trade statistics *BOT Statistics; BOT Library Statistics and Market Intelligence*
Trading estates *BOT Distribution of Industry*
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dividual countries, the methods and definitions differ in details from country to country. The notes which follow indicate the main differences. Further information on the trade definitions used by Commonwealth and sterling countries and more detailed figures are given in the Statistical Abstract for the Commonwealth and Sterling Area for 1964.

System of Trade. In the main the statistics relate to total imports and exports, including re-exports; the principal exceptions are Jordan and Gambia (imports for consumption) and Trinidad and Tobago and Iceland (imports for consumption and exports of home-produced goods).

Valuation. Exports are generally f.o.b. Imports by most countries are valued c.i.f., the principal exceptions being imports into Australia, Republic of South Africa, and Zambia, Southern Rhodesia and Malawi, which are valued f.o.b.

Coverage. The trade of overseas sterling countries with each other is included, but trade between the State of Singapore and the Federation is excluded. Except so far as the trade is recorded by partner countries, the figures do not cover the trade in oil and other commodities of Kuwait and the British protected states in the Persian Gulf, but estimates of the trade of these states as a group are given separately in Table 4.

Certain adjustments of figures as recorded in the national returns have been made to secure greater uniformity of treatment. Thus the statistics relate to merchandise trade only; silver bullion has been included in merchandise, but silver coin, gold coin and bullion, gold ores and unworked and partly worked gold are excluded. Gold bullion, semi-processed gold and material exported under the Atomic Energy Act are excluded from the Republic of South Africa's exports. Wherever practicable transit and trans-shipment trade and ships' stores (including coal and other fuel), whether for foreign or national vessels, have been excluded.

Definition of 'Commonwealth', etc. The Commonwealth totals exclude Kuwait, the Republic of South Africa and South West Africa. Because the trade of Bechuanaland, Basutoland and Swaziland is included with that of the Republic of South Africa, Commonwealth totals also exclude the trade of those territories. The Southern Cameroons previously included in the figures for Nigeria, are excluded from October 1, 1960. 'Overseas Sterling Area' refers to all sterling area countries except the United Kingdom. The figures of the overseas sterling countries' trade with EFTA (excluding the United Kingdom) cover trade with Norway, Sweden, Denmark, Austria, Switzerland and Portugal.

Tables of principle exports (Tables C and 3). The figures relate only to exports of the main producers of the commodities concerned.

Copper – the figures exclude certain shipments from South Africa for which values are not available separately and amount in thousand tons to 19 in 1960, 24 in 1961, 22 in 1962, 11 in 1963 and 5 in 1964. Exports to the non-sterling area include shipments from Zambia of blister copper purchased by the United Kingdom but first consigned to non-sterling countries for refining.

Table D—Overseas Sterling countries' imports from industrial countries (i)

1964 COMPARED WITH 1965

Imports from / Imports into		United Kingdom	Germany	EEC including Germany	EFTA	North America	Japan	Total Industrial Countries	Total Imports
Australia:									
(a) 1964	£m.	281	58	118	43	304	82	830	1,061
(b) 1965	£m.	313	66	144	48	329	117	957	1,198
(c) Percentage change		+12	+15	+23	+11	+8	+44	+15	+13
Hong Kong:									
(a)	£m.	52	15	45	16	69	97	280	534
(b)	£m.	60	17	48	17	68	97	291	560
(c)	%	+15	+12	+7	+1	—1	—	+4	+5
India:									
(a)	£m.	122	75	121	22	418	56	739	1,007
(b)	£m.	120	107	160	25	407	64	776	1,065
(c)	%	—1	+43	+32	+15	—3	+14	+5	+6
Irish Republic:									
(a)	£m.	177	24	54	13	34	5	295	348
(b)	£m.	188	24	57	14	40	4	314	372
(c)	%	+7	—	+5	+4	+17	—17	+6	+7
New Zealand:									
(a)	£m.	131	10	22	7	49	18	228	346
(b)	£m.	137	12	25	10	62	24	259	378
(c)	%	+5	+21	+14	+12	+28	+35	+13	+9
Nigeria:									
(a)	£m.	79	23	59	11	31	31	217	254
(b)	£m.	85	30	68	14	35	26	232	275
(c)	%	+7	+30	+15	+26	+13	—18	+7	+8
Pakistan:									
(a)	£m.	48	44	62	8	156	27	302	356
(b)	£m.	55	52	88	9	138	37	322	373
(c)	%	+16	+20	+42	+14	—12	+34	+7	+5
Overseas Sterling Area:									
(a)	£m.	1,573	437	921	230	1,512	525	4,795	6,912
(b)	£m.	1,729	524	1,090	250	1,540	594	5,240	7,457
(c)	%	+10	+20	+18	+9	+2	+13	+9	+8

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.

Table 1—Direction of trade of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling countries	Total Non-Sterling countries	WORLD
A. IMPORTS									
1960	370	220	590	232	191	45	317	785	1,375
1961	366	213	578	226	189	46	318	779	1,358
1962	353	214	567	254	187	46	344	831	1,398
1963	371	229	601	298	201	51	371	921	1,522
1964 (b)	393	263	657	378	230	57	406	1,071	1,728
1965 (b)	432	263	695	385	273	62	449	1,169	1,864
1964 1st quarter	386	241	628	338	212	54	390	994	1,622
2nd quarter	398	262	660	376	220	58	389	1,044	1,703
3rd quarter (b)	382	289	671	378	243	59	412	1,091	1,763
4th quarter (b)	407	260	667	419	246	59	432	1,157	1,824
1965 1st quarter (b)	444	263	707	339	269	60	454	1,122	1,829
2nd quarter (b)	431	272	703	423	274	65	444	1,205	1,908
3rd quarter (b)	436	262	698	398	279	62	458	1,196	1,894
4th quarter (b)	418	253	672	380	269	63	442	1,154	1,826
B. EXPORTS (c) (d)									
1960	314	203	517	135	161	21	229	547	1,064
1961	315	196	511	156	165	21	257	599	1,109
1962	310	199	509	176	175	21	259	630	1,139
1963	337	217	554	191	206	25	305	727	1,281
1964 (b)	372	253	625	199	238	29	329	795	1,420
1965 (b)	371	257	628	213	256	33	345	847	1,475
1964 1st quarter	365	231	596	188	249	28	337	802	1,398
2nd quarter	386	257	643	207	255	29	345	835	1,479
3rd quarter (b)	360	265	625	198	207	28	312	746	1,371
4th quarter (b)	377	258	636	201	241	31	323	796	1,431
1965 1st quarter (b)	364	260	625	191	250	33	341	815	1,440
2nd quarter (b)	376	256	632	217	269	31	350	868	1,499
3rd quarter (b)	362	260	622	224	243	33	344	844	1,466
4th quarter (b)	381	252	633	220	262	33	346	861	1,494

(a) Not including Finland. (b) Partly estimated. (c) Exports include re-exports. (d) Exports of Middle East oil are excluded throughout the tables.

Table 2—Trade of the Commonwealth and Sterling Area

Quarters or quarterly averages in £ million

	1962	1963	1964	1965	1964 1st quarter	1964 2nd quarter	1964 3rd quarter	1964 4th quarter	1965 1st quarter	1965 2nd quarter	1965 3rd quarter	1965 4th quarter	1966 1st quarter
IMPORTS (*a*):													
United Kingdom (*b*)	1,123	1,205	1,424	1,441	1,433	1,443	1,381	1,439	1,395	1,461	1,428	1,479	
Overseas Sterling Area	1,398	1,522	1,728	1,864	1,622	1,703	1,763	1,824	1,829	1,908	1,894	1,826	
Australia	202	220	265	300	236	260	277	288	284	311	315	288	289
Ceylon	31	28	37	28	30	37	54	27	24	35	27	24	
Kenya, Tanzania (*c*), Uganda	35	38	40	46	36	38	39	45	44	45	47	49	
Ghana	30	33	30	38	32	23	31	36	35	30	44	45 (*d*)	
Hong Kong	104	116	134	140	127	138	130	139	140	141	131	148	137 (*l*)
India	212	221	252	266	246	256	249	257	280	258	268	259	
Irish Republic	68	77	87	93	88	91	81	88	93	99	88	91	80 (*l*)
Jamaica	20	20	25	26	25	25	24	26	24	29	25	26 (*d*)	
Malaya	44	44	47	49	45	47	47	48	50	50	49	46	
Mediterranean Territories (*c*)	21	23	22	24	22	21	20	24	22	23	24	28 (*g*)	
New Zealand	68	82	86	95	83	82	92	89	83	91	108	97	97
Nigeria	51	52	63	69	60	56	67	70	71	65	67	72	67 (*l*)
Pakistan	66	79	89	93	81	79	96	101	100	107	95	71	83 (*l*)
Malawi			4	4	3	4	4	4	3	4	4	4 (*d*)	
Rhodesia (*f*)	36	34	27	30	25	29	29	27	27	32	33	27 (*d*)	
Zambia			20	25	15	20	21	23	25	25	30	23 (*d*)	
Singapore	96	103	78	85	80	79	76	78	89	83	85	85	
South Africa (*h*) (*i*)	128	150	191	219	177	186	196	205	216	239	227	192	192
Trinidad and Tobago	32	34	38	41	34	40	35	41	39	46	35	41 (*d*)	
Other	154	169	194	195	177	194	195	210	181	198	193	207	
STERLING AREA	2,521	2,727	3,152	3,305	3,055	3,146	3,144	3,263	3,224	3,369	3,323	3,305	
STERLING COMMONWEALTH (*j*)	2,267	2,434	2,800	2,917	2,727	2,793	2,793	2,888	2,846	2,948	2,932	2,942	
CANADA	521	543	622	717	548	678	605	656	612	739	702	813	
COMMONWEALTH (*j*)	2,788	2,977	3,422	3,634	3,275	3,470	3,398	3,544	3,458	3,687	3,634	3,755	
EXPORTS (*a*):													
United Kingdom (*k*)	987	1,059	1,141	1,224	1,153	1,172	1,052	1,189	1,163	1,247	1,184	1,303	
Overseas Sterling Area	1,139	1,281	1,420	1,475	1,398	1,479	1,371	1,431	1,440	1,499	1,466	1,494	
Australia	210	247	271	264	281	282	245	276	263	269	256	266	260
Ceylon	33	32	35	36	31	36	41	31	33	37	42	33	
Kenya, Tanzania (*c*), Uganda	35	43	48	45	52	44	49	47	48	43	41	49	
Ghana	26	24	26	26	35	30	23	16	29	35	25	16 (*d*)	
Hong Kong	69	78	90	102	85	89	90	97	99	97	100	112	103 (*l*)
India	126	145	152	151	149	147	152	162	153	139	150	162	
Irish Republic	44	49	56	56	56	53	57	56	50	48	64	61	55 (*l*)
Jamaica	16	18	19	19	18	25	18	16	19	23	19	16 (*d*)	
Malaya	55	57	58	61	53	54	62	62	57	64	74	51	
Mediterranean Territories (*e*)	7	7	7	8	7	9	5	7	7	10	9	8 (*g*)	
New Zealand	72	82	96	90	113	116	71	85	108	103	65	84	115
Nigeria	42	47	53	67	54	54	54	52	62	73	74	60	73 (*l*)
Pakistan	35	37	46	47	35	64	40	48	49	45	36	60	58 (*l*)
Malawi			3	3	3	3	4	3	4	3	4	3 (*d*)	
Rhodesia (*f*)	52	56	34	38	22	36	43	37	27	42	48	37 (*d*)	
Zambia			42	46	43	42	40	43	45	45	50	43 (*d*)	
Singapore	67	67	50	57	47	48	51	52	54	53	57	65	
South Africa (*h*)	107	114	120	123	118	128	110	124	116	127	116	134	132
Trinidad and Tobago	28	31	33	35	35	35	33	31	35	38	33	34 (*d*)	
Other	116	147	178	198	160	181	182	190	180	206	204	202	
STERLING AREA	2,126	2,340	2,561	2,699	2,550	2,650	2,423	2,620	2,602	2,747	2,649	2,797	
STERLING COMMONWEALTH (*j*)	1,930	2,109	2,290	2,406	2,289	2,372	2,158	2,340	2,327	2,445	2,356	2,495	
CANADA	529	578	689	727	590	711	740	716	615	718	734	840	
COMMONWEALTH (*j*)	2,459	2,687	2,979	3,133	2,880	3,083	2,897	3,056	2,942	3,163	3,090	3,335	

(*a*) For valuation see statistical notes. (*b*) Values from January 1, 1964, include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (*c*) Formerly Tanganyika and Zanzibar. (*d*) Estimated. (*e*) Cyprus, Gibraltar, Malta. (*f*) From January 1, 1964, figures of all trade are recorded separately for Malawi, Rhodesia and Zambia, including trade between the countries. (*g*) Partly estimated. (*h*) Includes South West Africa and also the Southern African territories of Basutoland, Bechuanaland and Swaziland. (*i*) Excludes military stores from 3rd quarter, 1963. (*j*) Excludes South and South West Africa; also excludes the Southern African territories (Basutoland, Bechuanaland and Swaziland) whose import and export trade in 1962 amounted to £13·9 million and £12·8 million respectively. (*k*) Values from January 1, 1964, include exports of pearls, diamonds and other precious and semi-precious stones. (*l*) January - February at quarterly rate.

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Lead – This heading covers ores and concentrates of lead, pig lead and lead bullion. In Table C pig lead and lead bullion are taken as 100 per cent lead, but the weight of ores and concentrates has, where possible, been adjusted to show the estimated weight of recoverable lead.

Provisional and Estimated Figures. Figures for recent periods are in many instances provisional and in a few cases it has been necessary to estimate trade. Revisions to previously published figures are embodied in the tables.

Rounding of Figures. In all tables the totals shown are the aggregation of unrounded figures and will frequently not agree exactly with the addition of the rounded figures shown elsewhere in the tables.

Exchange Rates. The figures for any period are converted at the exchange rate ruling during that period.

Symbols Used. '..' Not available. '-' Nil or less than half the final digit shown.

Table 3—Principal Exports of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	Raw wool	Raw cotton (*a*)	Raw jute	Wheat	Raw sugar (*b*)	Lead (*c*)	Tin	Copper	Raw cocoa	Raw coffee	Tea	Natural rubber (*d*
1960	108·3	14·4	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·3
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·8	18·9	34·2	26·9	11·5	48·1	70·2
1963	128·7	18·5	14·2	29·2	45·2	7·0	21·3	37·1	27·0	13·7	49·3	66·5
1964	139·7	15·0	16·0	32·1	44·4	8·7	24·4	45·6	28·6	19·8	48·2	55·8
1965 (*e*)	118·9	18·2	16·5	33·7	35·6	10·0	28·9	51·3	31·6	16·4	47·4	59·2
1964 1st quarter	173·4	11·2	16·0	45·0	35·4	8·5	22·1	49·2	41·9	23·8	39·3	54·8
2nd quarter	159·0	16·6	13·9	40·3	49·8	8·1	22·1	42·8	35·4	18·5	37·3	50·4
3rd quarter	84·6	16·4	10·2	24·1	49·7	8·6	24·5	41·9	24·2	22·5	59·9	60·6
4th quarter	141·9	15·6	23·8	18·8	42·6	9·5	28·8	48·6	12·9	14·5	56·1	57·4
1965 1st quarter (*e*)	135·5	21·6	17·8	32·1	21·8	9·3	26·5	46·8	31·5	15·8	42·0	61·4
2nd quarter (*e*)	123·7	18·7	14·7	43·9	33·9	11·0	29·0	50·8	41·2	17·7	36·7	5[illegible]
3rd quarter (*e*)	86·4	13·3	8·9	36·2	48·6	10·8	32·5	53·9	34·2	15·1	55·9	60·5
4th quarter (*e*)	130·0	19·2	24·4	22·7	38·3	9·1	27·4	53·9	19·7	16·9	54·9	61·4

	Cotton piece-goods	Jute goods	Meat and meat prepara-tions (*f*)	Dairy products (*g*)	Hides and skins (*h*)	Timber	Iron ore	Fruit	Tobacco and manu-factures	Rice	Vegetable oils	Oilseeds and nuts
1960	17·5	29·5	43·9	27·8	21·6	15·3	8·4	25·5	12·9	15·7	12·6	23·9
1961	16·8	32·7	46·1	27·4	21·2	15·0	9·2	25·8	14·2	16·7	12·4	24·6
1962	15·1	33·9	50·7	27·6	21·5	15·9	12·4	28·4	15·6	18·8	11·7	22·7
1963	17·0	35·6	55·5	30·8	23·7	18·3	13·4	29·1	18·1	18·2	13·5	25·4
1964	20·3	38·3	62·4	35·9	24·8	19·7	13·0	34·3	18·1	17·0	15·0	23·5
1965 (*e*)	21·6	39·6	64·4	35·7	24·4	19·8	13·5	36·0	19·0	17·8	15·9	25·3
1964 1st quarter	17·8	33·2	56·5	38·3	26·3	18·9	11·2	27·5	6·2	18·2	15·9	24·8
2nd quarter	22·9	39·4	66·7	26·4	26·6	19·6	14·9	48·8	23·7	25·4	13·7	22·5
3rd quarter	19·7	39·0	67·9	26·3	23·2	20·0	14·7	32·0	26·8	14·3	15·4	24·2
4th quarter	20·7	41·5	58·3	52·7	23·2	20·3	11·2	28·9	15·9	10·1	15·2	22·6
1965 1st quarter (*e*)	21·6	27·8	69·3	40·9	24·0	19·6	12·6	32·5	8·7	18·6	13·5	24·7
2nd quarter (*e*)	21·8	37·5	68·0	30·1	24·6	19·6	13·9	47·7	25·3	26·9	17·8	26·0
3rd quarter (*e*)	17·9	45·8	64·8	24·6	24·4	20·3	15·4	33·0	26·2	14·3	16·9	2[illegible]·8
4th quarter (*e*)	25·0	47·0	55·5	47·0	24·4	19·9	12·0	30·9	15·8	11·5	15·2	24·6

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excluding gutta-percha and jelutong. Total exports of rubber from Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) averaged £3·0 million per quarter in 1964. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exported from India in the rough tanned condition. Excluding furskins.

Table 4. Estimated direction of trade of Sterling Persian Gulf States.

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
A. IMPORTS									
1961	8	4	12	5	6	1	16	28	41
1962	8	5	13	6	7	2	18	33	46
1963	9	5	14	7	7	2	20	36	49
1964	9	6	15	7	7	2	20	36	..
1965	9	6	15	10	8	2	19	39	55
1964 1st quarter	9	6	14	7	7	2	19	36	50
2nd quarter	9	6	15	8	7	2	18	35	50
3rd quarter	9	6	15	6	6	2	22	36	51
4th quarter	10	6	16	8	7	2	18	37	53
1965 1st quarter	9	7	16	11	8	2	21	43	59
2nd quarter	10	8	17	10	8	3	26	46	64
3rd quarter	9	5	14	8	8	2	14	33	46
4th quarter	9	5	15	9	8	2	15	34	49
B. EXPORTS									
1961	28	18	46	12	47	1	21	81	127
1962	31	19	50	11	53	4	23	91	141
1963	32	20	52	10	58	5	26	99	151
1964	29	20	49	10	66	6	35	117	167
1965	22	22	44	10	67	7	48	132	176
1961 1st quarter	30	21	51	9	60	7	41	119	169
2nd quarter	34	20	55	10	70	7	23	110	164
3rd quarter	27	20	48	12	68	7	33	119	167
4th quarter	24	20	44	10	66	4	42	121	166
1965 1st quarter	23	22	45	11	70	8	44	133	178
2nd quarter	29	22	50	10	65	7	42	124	174
3rd quarter	20	21	41	8	65	6	51	131	172
4th quarter	16	22	38	9	70	7	55	140	178

(a) Not including Finland

Index of retail prices, April, 1966

THE MINISTRY OF LABOUR announce that at April 19, 1966, the official index figure, which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 116.0, compared with 114.6 at March 22. The rise in the index during the month was due mainly to higher prices for potatoes and other fresh vegetables (largely seasonal), meat, higher local rates and water charges.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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Orders, deliveries, production and exports in the engineering industries in March

IT IS PROVISIONALLY ESTIMATED by the Ministry of Technology that production in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) in the first quarter of the year was 2 per cent higher than in the last quarter of 1965. The seasonally adjusted figures for 1964 and 1965 have been revised to take account of the 1965 experience. Fuller information available from additional firms participating in the mechanical and electrical engineering inquiry since July last year has also resulted in revisions to the figures for the second half of 1965. The overall increase for 1965 compared with a year earlier is now shown to be 5 per cent, with mechanical engineering 6 per cent higher and electrical engineering 3 per cent higher.

In the wider group of engineering industries which includes some vehicles in addition to engineering and electrical goods, the preliminary seasonally adjusted estimates for the first three months of 1966 indicate that new export orders were 5 per cent less than in the last three months of 1965. Export deliveries were high in March giving an increase of 4 per cent for the first quarter on the October to December period. With the high delivery rate exceeding new orders, export orders on hand were slightly reduced during March but were still higher than at year end. Making the same three monthly comparison for the home market, net new orders fell by a tenth with deliveries almost unchanged so that home orders on hand were 1 per cent lower at the end of March than at year end.

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1965	144	142	148	166	166	166	111
1964 1st quarter	134	130	142	145	144	146	112
2nd quarter	136	132	145	151	151	150	111
3rd quarter	138	134	144	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144	142	146	170	170	169	106
2nd quarter	141	140	142	167	166	169	115
3rd quarter	145	143	147	164	165	165	107
4th quarter	147	143	156	166	166	166	115
1966 1st quarter	150*	..	..	166*	165*	169*	120
1965 April	140	140	140	167	167	168	
May	144	143	147	166	166	167	
June	139	137	141	167	166	169	
July	146	145	147	167	167	167	
August	145	144	147	167	168	165	
September	143	142	146	164	165	165	
October	147	143	155	166	165	169	
November	146	142	154	166	165	167	
December	150	144	166	166	166	166	
1966 January	152*	..	..	165*	164*	170*	
February	148*	..	..	166*	165*	170*	
March	151*	..	..	166*	165*	169*	
Average:							
Latest 3 months	150						
Previous 3 months	147						
Percentage change	+2						

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

Description of the statistics

The volume indices of production and orders on hand in Table 1 below relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against February are the averages of the seasonally adjusted figures for January, February and March.

Table 2: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1965	165	145	143	164	145	143	168	146	142
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter	169	153	140	167	152	142	173	153	137
2nd quarter	166	139	142	163	138	142	173	139	142
3rd quarter	163	136	143	162	137	140	169	136	147
4th quarter	165	155	147	164	156	148	168	156	146
1966 1st quarter*	164	142	147	162	140	146	170	149	151
1965 April	166	139	143	163	141	145	173	134	139
May	165	139	145	163	138	146	172	139	144
June	166	141	138	163	142	136	173	135	142
July	166	142	141	164	143	140	171	140	142
August	166	136	148	165	137	144	169	136	158
September	163	146	138	162	144	137	169	153	142
October	165	147	149	163	145	149	172	149	147
November	165	155	143	163	156	146	171	156	137
December	165	149	150	164	150	150	168	147	152
1966 January*	164	148	154	162	147	155	172	154	152
February*	165	142	144	163	140	144	172	149	146
March*	164	..	144	162	..	140	170	..	156
Average:									
Latest 3 months		142	147		140	146		149	151
Previous 3 months		155	147		156	148		156	146
Percentage change		—9	Nil		—10	—1		—5	+4

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 3: Engineering industries (1) Unadjusted

Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter*	163	151	152	161	151	150	169	151	159
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October	165	164	151	163	159	152	172	181	149
November	165	144	149	162	142	152	174	150	142
December	163	145	155	161	144	153	172	149	160
1966 January*	163	137	143	160	138	143	171	134	144
February*	164	158	149	161	159	147	171	157	157
March*	163	156	163	161	155	159	169	159	175

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

The latest batch of 66kV circuit breakers, part of a £600,000 order for Brunei, near completion at the Caerphilly works of South Wales Switchgear Ltd.

One of the range of Butterfield-York articulated tank trailers recently supplied to the Seabourne Shipping Co., to carry liquid rubber on regular weekly runs from the north east of England to France.

Car and commercial vehicle production in April

WEEKLY AVERAGE RATES of production of 35,914 cars and 9,029 commercial vehicles were recorded during the four-week statistical period of April 1966. This was a slight increase in car output as compared with the same month last year, but a slight decrease in the output of commercial vehicles.

Production of cars in April at 144,800 vehicles, on a seasonally adjusted, standard month, basis, was 2 per cent lower than in March but again slightly higher than the average monthly output in 1965. Taking the three months ending April output was at much the same level as in the previous three months.

There were similar trends in the output of commercial vehicles, April figures on the same basis at 40,400 vehicles being 3 per cent lower than in March but still 6 per cent higher than the average for 1965. However, for the three months ending April output was rather over 10 per cent above that in the previous three months, seasonally adjusted.

Following the receipt of revised information, commercial vehicle production figures for January, February and March have been amended.

Car and commercial vehicles production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1: Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1964 4th quarter	13	454,975	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	114,569	8,813	5,811	447
1965 February	4	147,132	36,783	36,848	9,212	1,453	363
March	5	169,421	33,884	43,123	8,625	1,715	343
April	4	139,782	34,946	35,401	8,850	1,510	378
1966 February	4	145,322	36,331	35,141	8,785	2,154	539
March	5	188,339	37,668	47,817	9,563	1,961	392
April	4	143,656	35,914	34,456	8,614	1,659	415

Table 2: Production – seasonally adjusted

Monthly averages — Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·0	38·9
2nd quarter	145·9	40·6
3rd quarter	133·1	35·0
4th quarter	152·0	37·2
1966 1st quarter	142·8	38·3
1965 April	140·4	41·3
May	145·5	41·8
June	151·8	38·7
July	138·8	35·4
August	126·7	33·7
September	133·7	36·0
October	154·0	38·1
November	143·9	35·8
December	158·2	37·7
1966 January	137·3	34·9
February	142·8	38·4
March	147·9	41·6
April	144·8	40·4
Average of:		
November, 1965 to January, 1966	146·5	36·1
February to April, 1966	145·2	40·1
Percentage change	—1	+11

A 17 strong selling mission to Canada left London on May 1 for a two week stay in Canada – visiting Montreal, Toronto and Halifax. Business transacted was highly satisfactory and many new contacts were made with very encouraging prospects for the future. Each member was delighted with the invaluable assistance rendered by the British Trade Commissioners who had arranged individual appointments at each centre. The picture shows the mission at Montreal Airport (left to right) Mr. H. A. Parry (LAS Overseas Ltd.), Mr. B. B. Cole (Export Secretary of City of Westminster Chamber of Commerce), Mr. Alan B. Grant (Alan Grant & Partners), Mr. T. H. Tarbuck (C. W. Dixey & Son Ltd.), Mr. K. H. Davis (C. W. Dixey & Son Ltd.), Mr. G. V. Perry (Eastern Union Co.), Mr. P. J. Lavin (Bondwel Optical Co.), Mr. B. H. Weisz (W. M. Woollen Export Co.), Mr. A. H. Lewis (Holland & Sherry Ltd.), Mr. M. Beresford (W. S. Cowell Ltd.), Mr. Peter Dew, OBE (Leader) (Grampian Holdings Ltd.), Mr. A. A. Bills (Motor Accessories Manufacturers' Association Ltd.), Mr. J. H. Sorotos (C. H. Bailey Ltd.), Mr. W. A. Hibbert (Victor Britain Ltd.), and Mr. E. V. Notcutt (Secretary of the City of Westminster Chamber of Commerce). Two members not shown are Mr. C. H. Bailey (C. H. Bailey Ltd.) and Mr. G. S. Ettinger (G. Ettinger Ltd.).

Exhibitions and Fairs

Great Britain in Osnabruck — 'Friendship Week'

By a Special Correspondent

THE ECONOMIC, commercial and cultural interests shared by Great Britain and Germany have been amply demonstrated during the 'British Friendship Week' which was opened by Sir Frank Roberts, the British Ambassador, in the company of the Prime Minister of Lower Saxony and the Lord Mayor of Osnabruck, on May 20.

The 'Friendship Week' has been the result of close co-operation between the Osnabruck authorities, who first made the suggestion to hold it some two years ago, and the British Consulates General at Hamburg and Hanover.

The opening ceremony was held in Osnabruck's 15th century Town Hall, whose tall facade, decorated with Union Jacks, German tricolours and the striking black and white banners of the State of Osnabruck, provided a backdrop of medieval pageantry for the trumpeters of the Royal Lancers and the massed bands and pipers in the market square below. A model of the Piccadilly Eros statue appeared to be so much a part of its surroundings that it was difficult to realize that it had been put there less than a day before.

In his opening speech Sir Frank Roberts said that many of the items on the programme for the Week would recall the fact that for more than a century Britain and Hanover had been connected in the person of their ruler. One of these would be the unveiling of a new Royal Coat of Arms to replace the one which had originally been mounted in 1785 on the Episcopal Chancellery by the order of King George III, when the building was constructed for his son, Frederick Duke of York, Prince Bishop of Osnabruck. Traces of the union could be found in London also, which still had its Osnabruck Street as well as its Hanover Square.

It was hoped nevertheless to show something of the Britain of today during the Friendship Week, although it would be impossible to give more than a glimpse of the many facets of British life, thought and culture.

Trading partners.

Sir Frank referred to Germany's place as one of Britain's most important trading partners, ranking third as a source of Britain's imports, and fourth as a destination for her exports. 'Our trade with Germany,' he said, 'increases year by year despite the gulf dividing EEC and EFTA, but we have to strive to improve our trade balance still further.'

Dr. Diederichs, Prime Minister of Lower Saxony, also described the Week as an 'affirmation of the ancient, manifold and friendly relations between the British people and the people of Germany. When after the lowest ebb in their history the German people set about founding a new political life on the basis of liberty and humanity, the British people helped them to pave the way out of this catastrophe.'

Dr. Diederichs said that the development of Anglo-German trade during the past 15 years was a gratifying sign of co-operation between two highly industrialized nations. 'In view of this it is with particular satisfaction that people here in Germany have learned that the Emergency Import Tax, which has had a very detrimental effect on the export business of a number of Lower Saxony firms, will be removed from November next.' Co-operation between Britain and Germany in the field of international trade politics had also developed favourably. 'In essential objectives such as the endeavour to reduce all obstacles to free trade and to support the underdeveloped countries, British and German trade politics are in complete agreement.

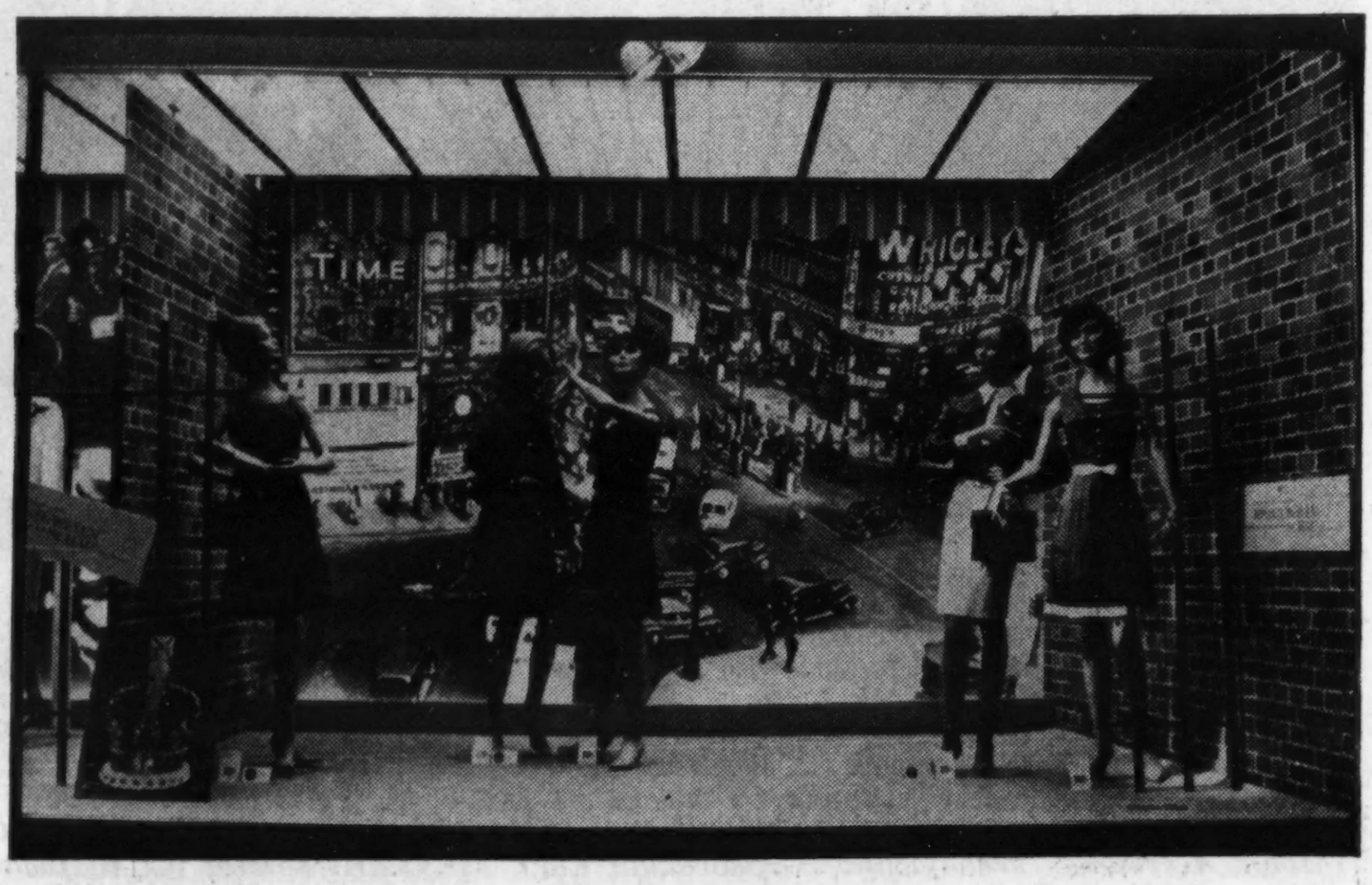
'All this cannot but increase our disappointment at the fact that so far all our efforts to achieve economic integration of the whole of Free Europe have not led to satisfactory results. The Lower Saxony Government warmly advocates an extension of the European Economic Community to include the EFTA countries and especially the entry of Great Britain into the Community.'

Stores' contribution.

Sir Frank Roberts paid tribute to the contribution made by the wholesalers, retailers and merchants of Osnabruck to the success and gaiety of the Friendship Week. Throughout the main streets, display material provided by the Board of Trade in considerable quantity has been augmented by flags and banners, life sized models of pipers or scarlet coated soldiers, photographs and drawings and other material, provided by the stores themselves. Many shop windows showed British goods side by side with German products, but others devoted the whole of their window space to displays of British china, high quality woollen goods and rainwear, whisky and Irish linen. British furnishing fabrics, Brinylon and Tricel garments, foodstuffs, cosmetics, confectionery, carpets, tobacco and pipes were also prominent both in window displays and on counters. The manager of one of the largest departmental stores, who claimed to have 28,000 customers on the opening day, said that he expected 'very increased selling' of British goods before the end of the Week.

A special exhibition of British confectionery and preserves was mounted by the Hamburg Consulate in a building near the Town Hall. This included products by Mackintosh's, Clarnico, Wilkinson, Sharps, Chivers, Huntley and Palmers, Jacobs, Roses, Pascalls, Bensons and others.

Much interest has been shown in a textile exhibition organized by the National Wool



Sir Frank Roberts (second from left), British Ambassador, with Mr. D. W. Hennessey (left), Consul-General, Hanover, makes his way to the official opening of British Week in Osnabruck. Right: a typical shop window display. (Photo by Walter Fricke)

Textile Export Corporation and also in an open air display of British cars. One of the most talked-of British cars in Osnabruck this week has been the Ambassador's Rolls-Royce, which drew an admiring circle wherever it was a centre-piece for displays of British goods in every window.

Anglo-German Events.

The theme of Anglo-German friendship and co-operation has extended to the organization of many of the events that have taken place during the Week. Thus the Royal Ballet, whose triumphant performance gave great impetus to the beginning of the Week, danced to the music of the Osnabruck Theatre Orchestra; a performance of 'Ruddigore' was put on jointly by the colleges of education of Leicester and Osnabruck; the exhibition of the Crown Jewels was mounted close by the ancient civic treasures in the Town Hall; there were Anglo-German basket-ball, tennis and golf matches. Other events have included 24 British films, shown at five cinemas; concerts by British artists and by British Youth organizations; trampoline demonstrations; exhibitions of British books, of British travel and holidays and of the reconstruction of Glasgow and of Coventry Cathedral. At an 'Open Day' put on by the British garrison, stationed in the area as part of the NATO forces, St. George, arriving by helicopter, has rescued a maiden from a fiery dragon mounted on army lorries. But the highlight of the Week will be its grand finale on May 27, when 15 regimental bands and some 600 British troops will take part in a full-scale torchlight Tattoo. The dress rehearsal for this has been given before an audience of Osnabruck children and old people – a memorable contribution by the British Army to the success of the Friendship Week.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**— *two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

All time record from Düsseldorf packaging exhibition

Report by British Consulate-General (Commercial Section), Düsseldorf

FROM a British point of view the 4th German International Packaging Exhibition and Display of Confectionery Machinery ('*Interpack* 1966') which was held in Düsseldorf from May 12 to 18 was an outstanding success. It was officially opened by the Minister for Economic Affairs for Northrhine/Westphalia, Herr Kienbaum, in the presence of the Oberbürgermeister of Düsseldorf, Herr Becker, and other important personalities. As in 1963 the Fair was organized by the Düsseldorf Messegesellschaft m.b.H. (NOWEA) in conjunction with the trade associations of the German packaging and confectionery machinery and packaging materials industries. During the seven days approximately 89,000 visitors, of whom 54 per cent were estimated to have come from foreign countries, attended. A total of 687 firms exhibited of whom 226 were from 14 foreign countries. The exhibition filled all 12 exhibition halls and covered an area of 42,000 square metres, an increase of 120 per cent since the original Interpack in 1958.

Great Britain had the strongest foreign representation with 45 British firms participating, 18 of which exhibited on a combined stand under the auspices of the Institute of Packaging and sponsored by the Board of Trade. It occupied an area of 606 square metres, and was designed by the Central Office of Information and erected by local contractors. After the United Kingdom, the second largest foreign exhibitor was Italy (36) followed by the United States (31) on a combined stand, Switzerland (30), Holland (30), France (19), Belgium (9), Denmark (7), Finland (6), Sweden (6), Austria (4), Canada (1), Norway (1) and Australia (1).

As at previous fairs the emphasis was on rationalization and automation especially in machinery for the packaging of foodstuffs, cosmetics and pharmaceutical products as well as bottling of liquids and granular materials. It was evident from the machinery on display that the manufacturers are having increasingly to adapt their machines to dealing with new materials now being produced for wrapping and to cope with new ideas in packaging.

On May 17, Mr. Roy Mason, Minister of State, Board of Trade, visited the fair in company with HM Consul-General at Düsseldorf, Mr. Fisher, CMG, and called on all the British exhibitors. He also spoke at a reception given by the members of the Institute of Packaging and the other British exhibitors on the evening of May 17 and said that Western Germany was Britain's biggest market in Europe. He was most gratified to hear that every British exhibitor without exception thought that their presence at Interpack was worthwhile and hoped that the figure for orders (which last time totalled £750,000) would reach £1 million this time. The exhibition was an excellent opening for increased exports for Britain and by 1969, when the next Interpack was due to take place, he thought that Britain's chances would be greater. Mr. F. J. Briggs, member of the Board of Directors of the Institute of Packaging and the President of the European Packaging Federation, thanked the Minister and the Board of Trade services, for giving the British exhibitors their support.

One of the many visitors to the 4th International Packaging Exhibition at Dusseldorf was Mr. R. Mason, Minister of State, Board of Trade. Picture above shows him visiting a stand (left to right) Mr. J. Fisher, HM Consul-General, Mr. Mason, Mr. R. Link, HM Consul (Commercial), together with Mr. Braddock of Driver Southall Ltd., one of the exhibitors.

In the exhibition itself the British exhibitors offered a number of new automatic devices which aroused interest not only among inquirers from Germany but from all parts of the world including Commonwealth countries. Surveying the export potential the British exporters were all of them greatly encouraged by their participation at this event. Many firms concluded firm orders on the stands and quite a number of the machines were held back for immediate delivery to the customers after the exhibition. Nineteen firms reported that they had taken firm orders for machinery of a total value of £82,000. Some firms reported serious inquiries which they thought would result in firm orders later which might amount to £902,000 worth of business. This does not include a number of British exhibitors who were reluctant to forecast eventual figures but who stated that they expected in most cases good final results. To sum up, reports from the British exhibitors indicate that Mr. Mason's hoped-for figure of £1 million worth of business may well be reached.

Without exception, all the British exhibitors considered participation in Interpack to be essential to their own interest and felt that the Düsseldorf exhibition was one of the most important trade fairs in the world for packaging industry. The fair offered opportunities of meeting old and new customers. There is no doubt that the British exhibitors made a very good impression and that the business secured by them may well hit an all time record.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

BRITISH WEEK IN LYONS

21 – 30 October 1966

A great point-of-sale promotion for British consumer goods

There is room in the shops of Lyons for

TOYS, GAMES and SPORTS EQUIPMENT

Have you or your agent in France yet made a bid for the Lyons share of trade ? We can help you with information about the most likely outlets, and tell you about the spectacular supporting programme.

Please make your own choice of one of these sources of further information:

Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4.

Export Council for Europe, 27, Northumberland Avenue, London, W.C.2

Commercial Department, British Embassy, 35, Rue du Faubourg St. Honore, Paris 8e.

British Week Office, 24, Rue Childebert, Lyon 2e.

Brussels International Fair

Report by Commercial Department, British Embassy, Brussels.

WHAT SHOULD be the object of British official participation at overseas trade fairs? Criticism in the British press and on television of the Board of Trade stand at the Brussels International Fair has brought this question into prominence. *The Times* described the 'pint-sized stand' as a 'pathetic focal point' for the exhibits by individual British firms, and said that a chance 'to bang the drum for British exports . . . has been needlessly lost.' The 'pint-sized stand' in fact covered over 700 square feet, and gave prominence to such things as Britain's outstanding contribution to the development of nuclear energy for peaceful purposes (Belgium is in the market for two large nuclear power stations to be built in the next few years), the British motor industry (whose exports to Belgium were worth £14 million in 1965) and the emphasis which is placed in Britain on good modern design (the belief is still only too common in Belgium that British manufacturers tend to be reluctant to move with the times).

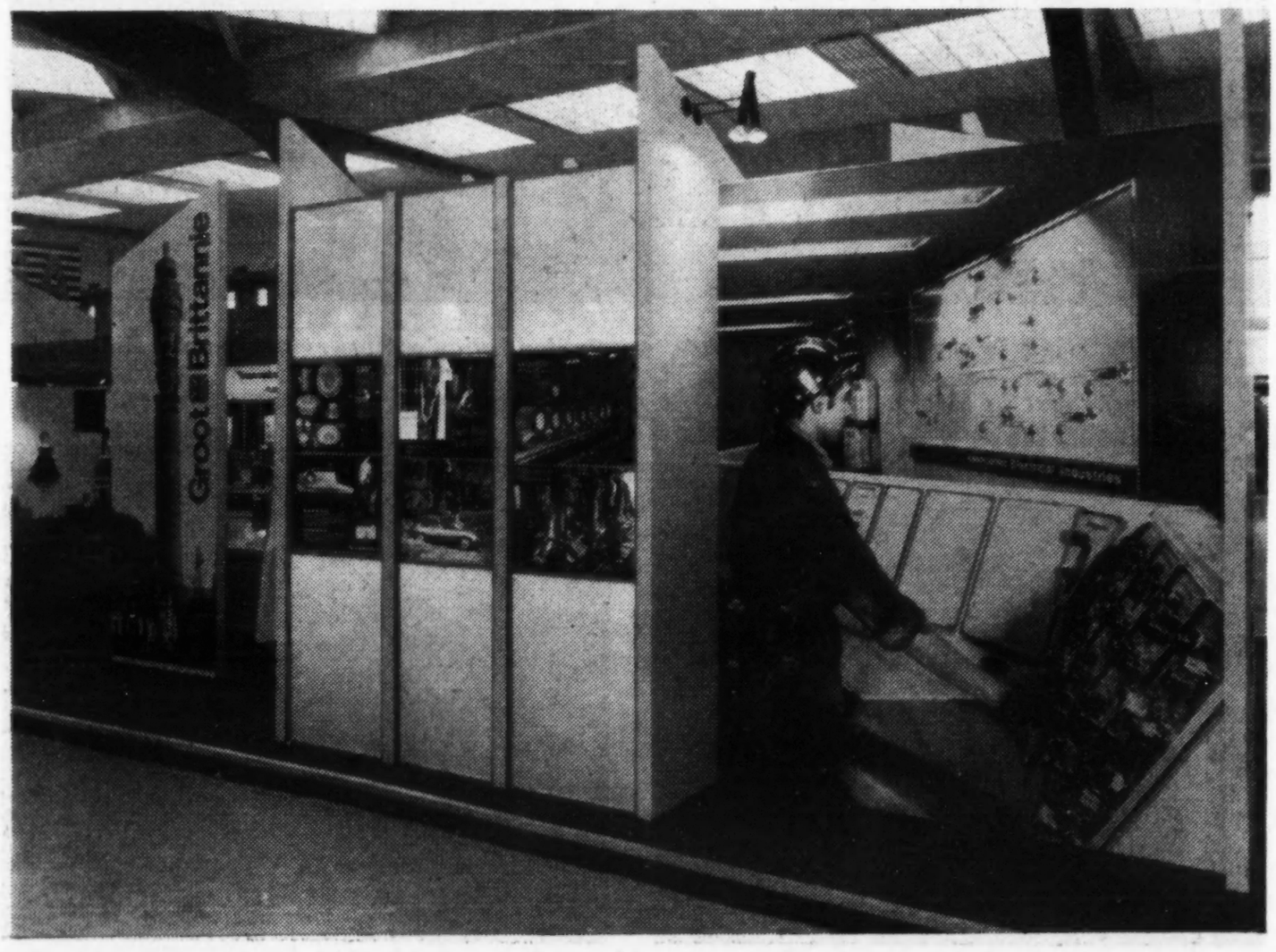
Nonetheless the fact remains that the stand was never intended as a flamboyant prestige display. It was excellently designed by the Central Office of Information for the Board of Trade as a commercial information stand. Beating drums can be an expensive business, and once the initial shock has worn off there is often no long-term effect. Ordinary, straightforward talking is in the long run much more effective, especially with practical businessmen. This in fact was the approach which was adopted in the running of the official stand at the Brussels Fair, and the results already achieved more than justify this decision to concentrate on genuine commercial prospecting and promotion.

During the fair, personal contact was established by British Embassy staff with several hundred potential or actual importers of British goods among the exhibitors and visitors. As a result, some 50 new outlets for British exports were discovered and many old links were strengthened. Three members of the Commercial Department of the Embassy were kept busy throughout the fair handling inquiries and developing contacts, and in addition the British Ambassador, Sir Roderick Barclay, accompanied by his Commercial Counsellor, by the President of the British Chamber of Commerce for Belgium and Luxembourg and other senior officials from the Embassy and Chamber, made a tour of the fair, during the course of which he was able to call at the stands of a large number of the firms showing British products.

The fair itself lasted from April 29 to May 10. During that time a quarter of a million visitors were able to see the products of over 4,000 firms displayed on 924 stands. Eighty of these stands showed the products of more than 130 British firms, but for the most part the exhibitors were Belgian firms. Some British firms sent out representatives to assist their Belgian agents on this occasion and it was evident from the appreciation that was shown by the Belgian firms that this was an example which more British firms could usefully follow. As it was, in all too many cases, the Belgian exhibitor's British lines were overshadowed by his products from other countries where the manufacturers had been prepared to give him practical support.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of the Confederation of British Industry which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376.)



The British stand at the Brussels International Fair held earlier this month. Occupying over 700 square feet, the stand displayed Britain's development of nuclear energy for peaceful purposes, the British car industry and the accent on modern British design.

49th German Agricultural Show

A report by the British Consulate-General, Frankfurt

NEARLY 40 British firms participated in this, the most important and largest German agricultural exhibition which took place in Frankfurt am Main from May 8-15, 1966. The German Agricultural Society (Deutsche Landwirtschafts-Gesellschaft) organize this exhibition regularly every two years in major German towns.

Exhibits consisted mainly of agricultural machinery, farm mechanization equipment and all kinds of livestock. This year the exhibition covered a total area of almost 90 acres on which 1,260 exhibitors, including about 230 foreign firms from 18 different countries, displayed their products in 40 halls and in the open-air space. When the show closed its gates, a total of well over 550,000 people had visited it, among them about 28,000 visitors from almost 60 countries, both European and overseas.

On the opening day, Mr. J. Mackie, MP, Joint Parliamentary Secretary to the Ministry of Agriculture, Fisheries and Food, accompanied by Mr. A. H. Ballantyne, HM Consul-General in Frankfurt, made a tour of the exhibition and visited particularly the stands of the British exhibitors. The Board of Trade had arranged, in collaboration with the Agricultural Engineers Association Ltd. and the Society of Master Saddlers, two 'joint venture' stands on which six British manufacturers of agricultural machinery and 11 saddlery and riding equipment manufacturers exhibited, respectively, their range of products. It was the first time that member firms of the Agricultural Engineers Association had exhibited jointly at the German Agricultural Show, and a number of them were also supported in this exhibition by their German agents and distributors. Their exhibits consisted mainly of grain dryers, silos, sprayers and mist blowers, seed machinery and hammer mills. Although competition from other exhibitors in this sector was strong, these British firms received encouraging orders and inquiries from German and third country buyers. It also provided them with the opportunity to study more closely the trends and future requirements of the German and continental market.

After their successful participation in this exhibition two years ago in Hanover, the stand of the Society of Master Saddlers again formed the focal point of this particular section of the show. The products of 11 British manufacturers of saddles, racing saddles, bridles, girths, whips and other horse and riding equipment were attractively displayed on this stand, and the impact made previously in Hanover on the German equestrian community was continued here. There was every indication that the high quality of British saddlery products was recognized and appreciated by German buyers and the public, and the number of orders and serious inquiries received at the joint stand were a convincing proof of this fact. It was also confirmed that from the price and quality aspects these British products were definitely competitive.

More than 20 other British firms participated in the appropriate sections of the exhibition, some of them assisted by their German agents. Their stands attracted considerable interest from German and other foreign buyers, and among the products on display were tractors, harvesting machinery, farm implements and poultry equipment. Most of these British firms were satisfied with their participation, and are already planning to show again at the next German Agricultural Show which will be held in Munich in May 1968.

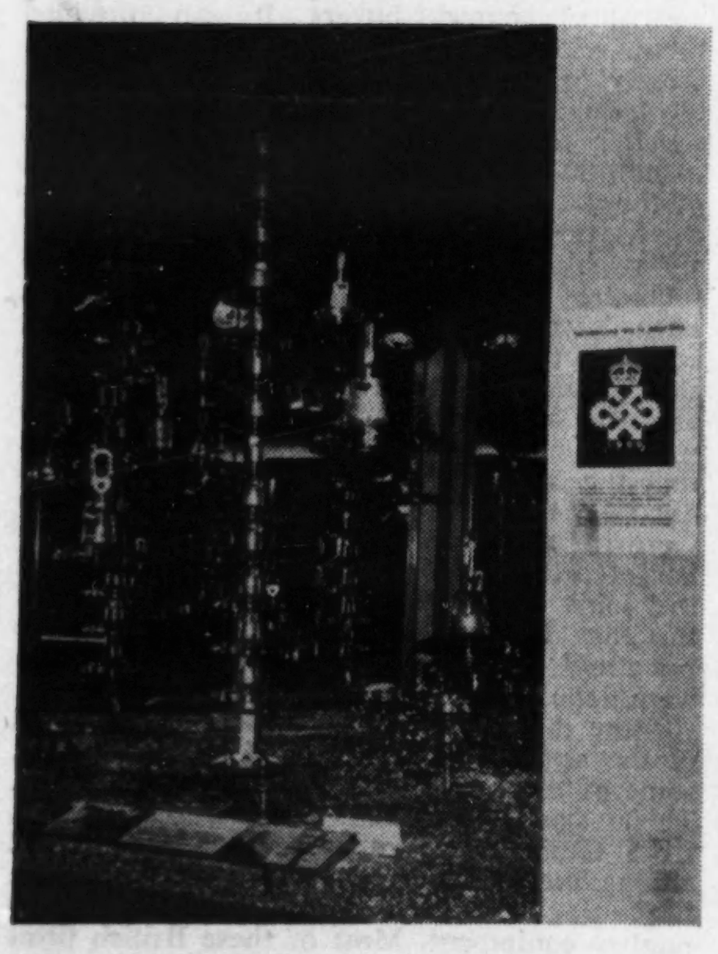
Orders at Oslo pass £1 million mark

Over £1 million worth of orders were placed during the British Trade Fair and Fortnight in Oslo, which closed on May 15, and it is estimated that the event was visited by over one-third of Oslo's population. These pictures show some highlights of the promotion.

HRH the Duke of Edinburgh paid a visit to Ferner Facobsen, a leading Oslo menswear store during his tour of shops at the British Trade Fair and Fortnight.

Mr. A. Likierman (left), managing director of Qualitex Yarns Limited, Burnley, welcoming HM King Olaf of Norway to the Qualitex stand, at the British Trade Fair.

The Dylon stand at the British Trade Fair, set up by Dylon's Norwegian agents, Rieber & Son A/S, Bergen, was visited by Mr. Douglas Jay, President of the Board of Trade (second from right). Next to him (back to camera) is Anthony Brooks, Dylon export manager.



The stand of Pilkington Brothers, constructed wholly from various types of glass made by the company, displaying their Queen's Award to Industry in Norwegian. This company was one of about 20 Queen's Award winners to exhibit at the British Trade Fair.

Sir Lionel and Lady Denny, the Lord Mayor and Lady Mayoress of London visit the City of London Pavilion. During their tour they were accompanied by the Pearly King and Queen of London – Mr. and Mrs. George Matthews.

Bowler-hatted assistants demonstrating Heinz food products to curious Norwegian shoppers in Steen & Strøm, a leading department store in Oslo, during the British Fair and Fortnight.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Sweden and Poland

THE POLISH PRESS has announced that a protocol to the three-year Trade Agreement of March 26, 1965 was signed in Warsaw on April 1, 1966. The protocol covers the year 1966 and reflects the further liberalization of trade envisaged in the Trade Agreement of 1965. About two-thirds of Polish exports to Sweden will not now be limited by quantitative restrictions or licence formalities. The items specifically mentioned are:

Polish Exports – Rolled products, iron and steel products, textiles, footwear, chemicals, fresh-water fish and agricultural food stuffs.

Swedish Exports – Machines, iron ore, cellulose, paper, raw materials and semi-finished products.

Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 5055G.

Poland and Turkey

THE POLISH PRESS has announced that arrangements for trade during the period April 1, 1966, to March 31, 1967, have been agreed in Warsaw. It is envisaged that trade between the two countries will be increased by 15 per cent during this period. Polish exports to Turkey will include chemical products, man-made fibres, machine tools, engines, electric motors, hand tools, optical and laboratory apparatus, sewing machines and musical instruments. In return Turkish exports to Poland will include cotton, tobacco, poppy seed waste, metal ores, citrus and dried fruit, raw hides, mohair and chemicals.

Detailed information is not at present available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 5740 G.

Yugoslavia and Poland

FOLLOWING THE RECENT signature of a trade protocol between Yugoslavia and Poland covering trade exchanges in 1966, it has now been reported in the Yugoslav press that a five-year trade agreement between the two countries was initialled in Belgrade on April 8, 1966. Under the new agreement it is envisaged that over the five years between 1966 and 1970 the trade exchanges between the two countries will amount to some 800 million United States dollars. The text of the long-term agreement has not yet been published, consequently no other details are available at present.

Republic of Chad and the Kingdom of Libya

A TRADE AGREEMENT between Chad and Libya has recently been signed in Fort-Lamy. Exports from Chad to Libya will include meat, animals, skins and leather, fresh-water fish, perfumes, cotton, butter, groundnuts and gum arabic. Libyan exports to Chad will include tobacco, fruit, olives and olive-oil, wines, salt, canned tomatoes, fresh and canned fish, petroleum products, cement and plaster.

Republic of Chad and the Sudan

A TRADE AGREEMENT between Chad and the Sudan has recently been signed in Fort-Lamy. Exports from Chad to the Sudan will include cattle, sugar, leather and wicker work, skins, butter, groundnuts and groundnut-oil. Sudanese exports to Chad will include fruit and vegetables, knitted goods, soap, vegetable oils, liqueurs, salt, aluminium utensils, cement and air-conditioners.

Argentina and Bolivia

A NEW COMMERCIAL agreement between Argentina and Bolivia was signed in Buenos Aires on April 22. Under the agreement each party grants most-favoured-nation treatment to the other, and agrees to grant preferential treatment to specified goods. These goods cover Bolivia's principal exports of fruit and minerals, and Argentina's exports of manufactured goods, drugs and chemical products.

The present agreement, which supersedes the commercial agreement of December 9, 1960, is of indefinite duration.

Greece and Hungary

THE BRITISH EMBASSY in Athens reports that an Agreement extending for a further five years (from January 1, 1966, until December 31, 1970), the 1954 Trade Agreement between Greece and Hungary; a Payments Agreement replacing the original 1954 Payments Agreement and a Protocol on the exchange of goods between Greece and Hungary in 1966 were signed in Athens on January 28, 1966.

Under the new Trade Agreement the list of goods to be exchanged includes Greek exports to Hungary of tobacco, citrus fruit, dried fruit, cotton and cotton yarn, fabrics, hides and various ores. In return, Hungary will export to Greece livestock, timber, machinery, metallurgical products, cotton and other fabrics. Imports from Hungary will also include sugar and miscellaneous products.

Inquiries should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449).

Hints to businessmen

REVISED EDITIONS of the booklets on Cuba, Finland and Pakistan have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Dialling to Luxembourg

THE GPO'S International Subscriber Dialling service has been extended to Luxembourg. Telephone subscribers in London, Birmingham, Edinburgh, Glasgow, Liverpool and Manchester who have ISD facilities will be able to dial their own calls to Luxembourg. This is the latest addition to the ISD service, which is already available from these six towns to France, Belgium, Germany, Netherlands and Switzerland.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(98/66) Construction of River Barrage for City Council of Rockhampton. August 1. E.S.B. 18753/66.

(95/66) Mechanical Draft Plant for Electricity Commission of New South Wales. June 20. E.S.B. 18089/66.*

(99/66) Water Treatment Plant; Pumps for Northern Electric Authority of Queensland. June 28. E.S.B. 19408/66.

(96/66) Substation Equipment for Sydney County Council. (Further Information.) Closing date postponed to June 9. E.S.B. 11783/66.*

(98/66) Transformers for Townsville Regional Electricity Board. June 8. E.S.B. 19410/66.

BOLIVIA

(96/66) Television Station for Direccion de Radio y Television. (Further Information.) Closing date postponed to June 27. E.S.B. 5078/64.*

BURMA

Myanma Export Import Corporation:

(94/66) Machinery Spares. July 31. E.S.B. 18091/66.*

(94/66) Vehicle Spare Parts. June 30. E.S.B. 18096/66.*

(94/66) Nozzles. June 30. E.S.B. 18098/66.*

(94/66) Workshop Materials. July 6. E.S.B. 18402/66.*

(94/66) Electrical Equipment and Accessories. June 15. E.S.B. 18403/66.*

(94/66) Crane Spares. June 30. E.S.B. 18407/66.*

(94/66) Engine Spare Parts, June 30. E.S.B. 18408/66.*

(94/66) Pumps and Accessories. July 31. E.S.B. 18090/66.*

(94/66) Oil Unit Spares. July 31. E.S.B. 18092/66.*

(94/66) Pumps. July 31. E.S.B. 18093/66.*

(94/66) Machinery Spares. July 31. E.S.B. 18094/66.*

(94/66) Grinding Materials. July 6. E.S.B. 18099/66.*

(94/66) Hardware. July 6. E.S.B. 18100/66.*

(95/66) Vehicle Spares. June 30 E.S.B. 18405/66.*

(95/66) Engineers Hand Tools. June 30. E.S.B. 18406/66.*

CEYLON

(97/66) Weighing Machines for Ceylon Fisheries Corporation. June 8. E.S.B. 18728/66.*

Ministry of Land, Irrigation and Power:

(97/66) House Wiring Cables. July 5. E.S.B. 18720/66.

(97/66) Cables. July 5. E.S.B. 18722/66.

COLOMBIA

(94/66) Telephone Cable for Empresa Nacional de Telecomunicaciones. June 30. E.S.B. 18426/66.

CONGO, DEMOCRATIC REPUBLIC OF

(98/66) Surgical Equipment for Ministry of Public Health. June 22. Tender documents (in French) available. E.S.B. 18781/66.*

FORMOSA

Central Trust of China:

(98/66) Boiler Tubes. June 11. E.S.B. 18796/66.*

(98/66) Carbon Steel Rails. June 13. E.S.B. 18767/66.*

(98/66) Manometer. June 10. E.S.B. 18795/66.*

(98/66) Photometer Attachments. June 14. E.S.B. 18774/66.*

(98/66) Testing Equipment. June 11. E.S.B. 18776/66.*

(98/66) Compressors, Valves, Pumps etc. June 14 E.S.B. 18769/66.*

(98/66) Structural Steel. June 15. E.S.B. 18768/66.*

(98/66) Grinder and Polisher. June 13. E.S.B. 18772/66.*

GERMANY, FEDERAL REPUBLIC OF

(98/66) Autobahn Tunnel Construction for Freie und Hansestadt, Hamburg. (Pre-qualification.) Apply by June 14. E.S.B. 19402/66.

NATO Infrastructure Contract:

(95/66) Construction of a NTAO Facility for German Authorities. Apply by July 1. GD/989/66.

ICELAND

(99/66) Crane for National Power Co. June 15. E.S.B. 19407/66.*

INDIA

Atomic Energy Establishment:

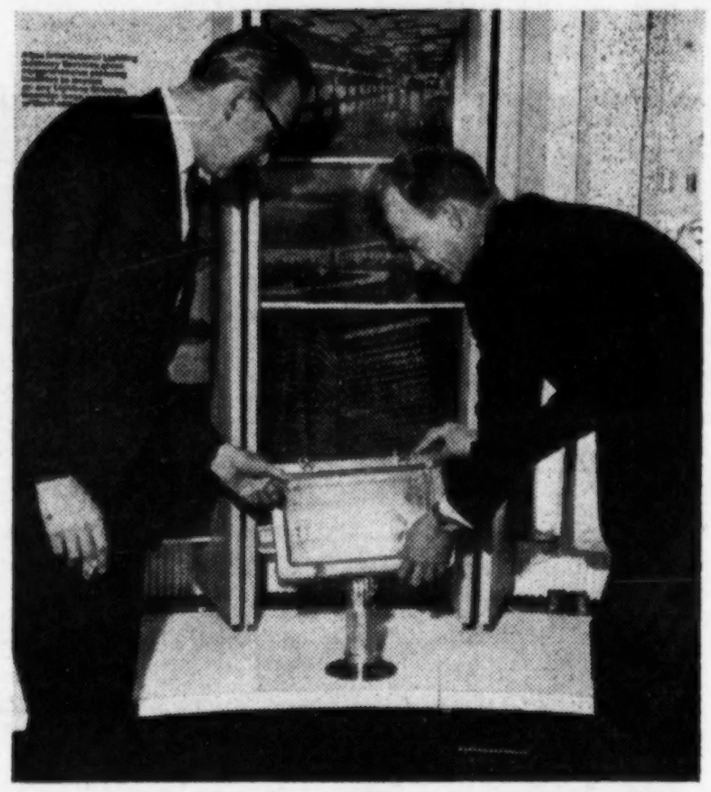
(97/66) Pressure Transmitter. June 14. E.S.B. 18718/66.

(97/66) Chart Recorder. June 13. E.S.B. 18719/66.

(95/66) Dropout Fuses for Gujarat Electricity Board. (Further Information.) E.S.B. 16984/66.

IRAN

(96/66) Wire and Metals for Iranian State Railways. August 13. E.S.B. 18494/66.*



Viewing this floodlight in the 'Export Rotunda,' a permanent display at the Thorn Electric's London showrooms is (left) Dr. L. A. Szemere, European Manager of Atlas Lighting Products and Mr. E. Stranges of Thorn Electric's Copenhagen subsidiary company. Several hundreds of these floodlighting fittings have already been sold in Denmark for surface and space illumination.

(97/66) Automatic Lathe for Ministry of Economy. June 9. E.S.B. 18497/66.*

IRAQ

(94/66) Construction of Bridge for Ministry of Communications. July 30. E.S.B. 18427/66.

Ministry of Defence:

(95/66) Transformers. June 21. E.S.B. 18453/66.*

(96/66) Steel Helmets. July 2. E.S.B. 18483/66.*

(96/66) Goggles and Leather Gloves. July 2. E.S.B. 18488/66.*

(96/66) Tents and Accessories. June 21. E.S.B. 18450/66.*

(96/66) Mosquito Nets. June 21. E.S.B. 18451/66.*

(96/66) Tent Poles. June 21. E.S.B. 18452/66.*

(96/66) Berets. June 28. E.S.B. 18484/66.*

(96/66) Mattresses and Covers. July 2. E.S.B. 18487/66.*

(96/66) Kit Bags. June 28. E.S.B. 18486/66.*

(93/66) Cotton Underwear. June 28. E.S.B. 18485/66.*

(96/66) Tarpaulin. July 2. E.S.B. 18489/66.*

(96/66) Battery Manufacturing Plant for Ministry of Municipal and Rural Affairs. (Further Information.) Closing date postponed to June 11. E.S.B. 44577/65.*

(96/66) Laboratory Equipment for Ministry of Municipal and Social Affairs. (Further Information.) Tender documents now available. E.S.B. 15114/66.*

(98/66) Hospital Construction for Ministry of Works and Housing. (Further Information.) Closing date postponed to July 15. E.S.B. 6451/66.

National Electricity Administration:

(96/66) Cable. June 25. E.S.B. 18474/66.

(96/66) Underground Cables. June 18. E.S.B. 18473/66.

IRISH REPUBLIC

(96/66) Electrical Services for Department of Transport and Power. June 8. E.S.B. 18460/66.

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(98/66) Sewerage Purification Equipment for Donegal County Council. June 24. E.S.B. 19404/66.
(96/66) Fire Fighting Vehicle for Monaghan County Council. June 10. E.S.B. 18459/66.
(97/66) Fluoridation Equipment for Offaly County Council. June 13. E.S.B. 18729/66.

ITALY

(98/66) Office Chairs for Headquarters Allied Forces Southern Europe. June 10. E.S.B. 19405/66.*

JORDAN

(99/66) Overhead Transmission Lines for Jordan Electricity Board. July 19. E.S.B. 19418/66.
Jordan Phosphate Mines Co., S.A.:
(95/66) Laboratory Equipment. June 11. E.S.B. 18430/66.*
(95/66) Tyres and Tubes. June 11. E.S.B. 18429/66.*

KENYA

(98/66) Cable and Wire for East African Posts and Telecommunications Administration. (Further Information.) (Re-issue of Tender.) Closing date now July 5. E.S.B. 17060/66.
Ministry of Works:
(98/66) Sandbags. June 10. E.S.B. 18752/66.
(98/66) Medical Supplies. June 10. E.S.B. 18751/66.

KOREA

Office of Supply:
(98/66) Miscellaneous Equipment. June 15. E.S.B. 18798/66.*
(98/66) Hospital Equipment and Accessories. June 21. E.S.B. 18799/66.*
(98/66) Laboratory Equipment. June 23. E.S.B. 18800/66.*

LIBYA

Central Tenders Board:
(95/66) Constructional Projects. July 25. E.S.B. 18449/66.
(95/66) Electric Generators. July 25. E.S.B. 18446/66.
(95/66) Hospital Construction. July 18. E.S.B. 18447/66.
(95/66) Sewage Works. October 24. E.S.B. 18448/66.

MALAYSIA

(96/66) Thermal Power Station Equipment for National Electricity Board. (Further Information.) E.S.B. 16012/66.*

MALTA

Director of Contracts:
(97/66) Timber. June 15. E.S.B. 18724/66.*
(97/66) Disinfectants. June 15 E.S.B. 18723/66.*
(97/66) Pharmaceuticals. June 8. E.S.B. 18725/66.*

NETHERLANDS

(95/66) Bridge Construction for Director of Waterways. June 21. E.S.B. 18457/66.

NEW GUINEA

(97/66) Forestry Exploitation for Supply and Tender Board. August 9. E.S.B. 18713/66.

NEW ZEALAND

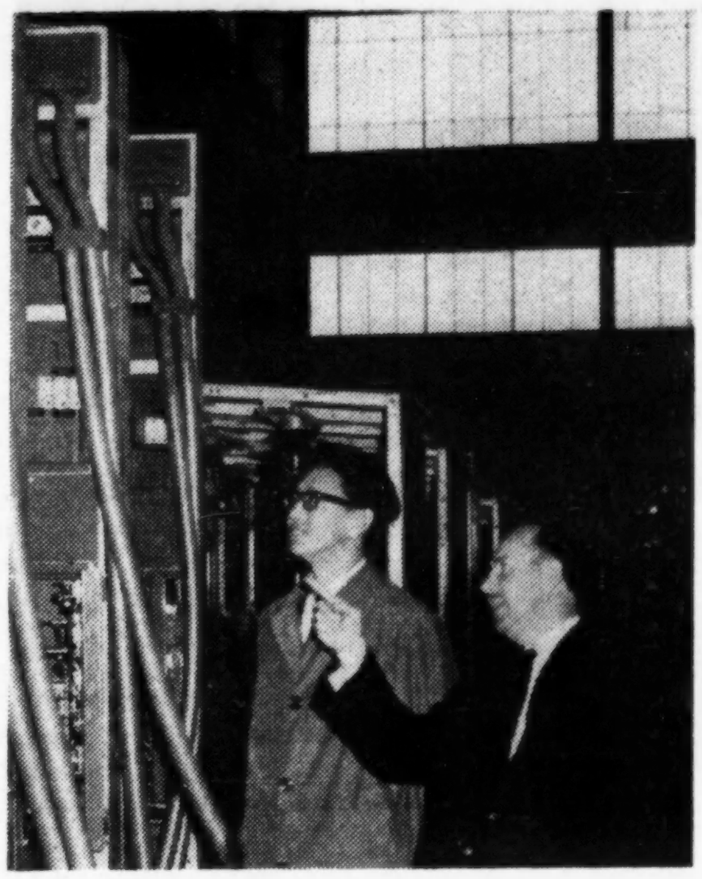
General Post Office:
(97/66) Insulation and Continuity Testers. June 24. E.S.B. 18745/66.*
(97/66) Telecommunication Equipment. June 27. E.S.B. 18746/66.*
(97/66) Telecommunication Equipment. June 27. E.S.B. 18747/66.*
(97/66) Valves. June 22. E.S.B. 18744/66.*
(97/66) Cable and Accessories. June 21. E.S.B. 18748/66.*
(98/66) Tool Handles. June 30. E.S.B. 18762/66.*
(99/66) Underground Cable for Municipal Electricity Department, Christchurch. June 23. E.S.B. 19411/66.*

NIGERIA

(94/66) Overhead Transmission Line for Electricity Corporation of Nigeria. July 18. E.S.B. 18241/66.

PAKISTAN

(94/66) Cable Accessories for Pakistan Eastern Railway. June 8. E.S.B. 18052/66.
(97/66) MS Plates for Railway Board. June 10. E.S.B. 18714/66.*
(99/66) Loading Coils and Capacitors for Telegraph and Telephone Department. June 20. E.S.B. 19427/66.
Water and Power Development Authority:
(98/66) Cable Accessories. June 8. E.S.B. 18764/66.
(98/66) Lamps and Lanterns. June 9. E.S.B. 18765/66.



Mr. Tan Ghee Soon, acting senior planning engineer, National Electricity Board, Malaya, examines 33kV package switchgear undergoing sub-assembly at the Blackwood works of South Wales Switchgear Limited. On the right is Mr. R. G. Terry, SWS export director.

PERU

(97/66) Constructional Project for Ministerio de Hacienda y Comercio. (Further Information.) July 7. E.S.B. 42276/65.

SINGAPORE REPUBLIC

(95/66) Science and Laboratory Equipment for Central Supplies Office. (Further Information.) Tender documents now available. E.S.B. 18264/66.*
(95/66) Crane for Port of Singapore Authority. June 30. E.S.B. 18455/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(95/66) Stapling Machines. June 14. E.S.B. 18072/66.*
(98/66) Road Rollers. June 10. E.S.B. 18731/66.*
(98/66) Counterpanes. June 17. E.S.B. 18739/66.*
(98/66) Dresses, Dungarees and Blouses. June 10. E.S.B. 18738/66.*
(98/66) Shoes. June 14. E.S.B. 18743/66.*

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 641, 1 Victoria Street, London, S.W.1—or telephone Abbey 7877, Ext. 2579.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

(98/66) Modelling Clay. June 17. E.S.B. 18741/66.*
(98/66) Bitumen Sprayers. June 10. E.S.B. 18732/66.*
(98/66) Road Marking Machine. June 10. E.S.B. 18733/66.*
(98/66) Agricultural Equipment. June 17. E.S.B. 18734/66.*
(98/66) Tee Squares. June 10. E.S.B. 18735/66.*
(98/66) Stainless Steel Hospital Ware. June 14. E.S.B. 18736/66.*
(98/66) Metal Containers. June 17. E.S.B. 18740/66.*
SA Iron and Steel Industrial Corporation Ltd.:
(98/66) Hot Metal Mixer. August 5. E.S.B. 18792/66.*
(99/66) Steel Mill Plant. August 15. E.S.B. 18791/66.*
State Tender Board:
(96/66) Laboratory Apparatus. June 15. E.S.B. 18482/66.*
(96/66) Veterinary Laboratory Supplies. June 10. E.S.B. 18462/66.*
(96/66) Generator. June 14. E.S.B. 18464/66.*
(96/66) Laboratory Equipment. June 13. E.S.B. 18466/66.*
(96/66) Hospital Equipment. June 10. E.S.B. 18476/66.*
(96/66) Submersible Pumps. June 9. E.S.B. 18467/66.*
(96/66) Semi-Conductors. June 8. E.S.B. 18471/66.*
(96/66) Lighting Generator Plant. June 29. E.S.B. 18468/66.*
(96/66) Microscopes. June 13. E.S.B. 18465/66.*.
(96/66) Permeameters. June 10. E.S.B. 18463/66.*
(96/66) Laboratory Equipment. June 10. E.S.B. 18472/66.*
(96/66) Laboratory Equipment. June 15. E.S.B. 18477/66.*
(96/66) Compressors: Pumps and Accessories. June 16. E.S.B. 18478/66.*
(96/66) Amino Acid Analyzer. June 16. E.S.B. 18479/66.*
(96/66) Agricultural Laboratory Equipment. June 14. E.S.B. 18480/66.*
(96/66) Incubators. June 14. E.S.B. 18481/66.*
(98/66) Chemicals and Pharmaceuticals. June 13. E.S.B. 18470/66.*

SPAIN

(96/66) Machine Tools and Equipment for Red Nacional de Los Ferrocarriles Espanoles. July 11. E.S.B. 18461/66.*

SUDAN

(95/66) Drilling Tools for Department of Land Use and Rural Water Development. July 10. E.S.B. 18413/66.*
(94/66) Automatic Telephone Exchanges for Ministry of Communications. June 20. E.S.B. 18411/66.*
(98/66) Electricity Plant Installation for Ministry of Works. July 11. E.S.B. 18793/66.*
(94/66) Hardwood Sleepers for Sudan Railways. (Further Information.) Closing date postponed to June 15. E.S.B. 16034/66.*

TURKEY

Ground Forces Command:
(94/66) Film Studio Equipment. June 14. E.S.B. 18070/66.*
(94/66) Film Editing Equipment. June 14. E.S.B. 18069/66.*
(97/66) Refuse Composting Plant for Kayseri Belediye Reisligi. (Further Information.) Closing date postponed to June 27. E.S.B. 17698/66.*
The Naval Forces Command:
(95/66) Magnesium Ingots. June 14. E.S.B. 18078/66.
(95/66) Paint Manufacturing Materials. June 25. E.S.B. 18079/66.*
(95/66) Tactical Teacher. June 30. E.S.B. 18080/66.*
(96/66) Remote Control Equipment for State Railway Administration (Further Information.) Closing date postponed to June 20. E.S.B. 13619/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(97/66) White Lead Paste. June 14. E.S.B. 18711/66.
(97/66) White Felt. June 13. E.S.B. 18710/66.
(97/66) Steel. June 20. E.S.B. 18712/66

UGANDA

(96/66) Transformers for Uganda Electricity Board. July 15. E.S.B. 18495/66.*

ZAMBIA

Central Supply and Tender Board:
(98/66) Needles and Syringes. June 17. E.S.B. 18785/66.*
(98/66) Pharmaceuticals. June 17. E.S.B. 18786/66.*
(98/66) Telecommunications Equipment. June 17. E.S.B. 18784/66.*
(98/66) Alternator Plant. June 17. E.S.B. 18783/66.*

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Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Afghanistan
(97/66) Inquiry for crockery. E.S.B. 18670/66.

Australia
(95/66) Agency inquiry for linen products. E.S.B. 18120/66.
(96/66) Agency inquiry for domestic hardware; foods; giftware. E.S.B. 18200/66.
(98/66) Agency inquiry for knitwear. E.S.B. 18924/66.
(95/66) Inquiry for wrenches. E.S.B. 18153/66.
(96/66) Inquiry for coin selector units. E.S.B. 18195/66.
(97/66) Inquiry for bone china; earthenware; gin; whisky. E.S.B. 18686/66.

Austria
(96/66) Inquiry for refuse destructor plants and collecting vehicles. E.S.B. 18548/66.

Bahamas
(97/66) Agency inquiry for construction materials; hardware supplies; telephone cables and equipment. E.S.B. 18638/66.

Bahrain
(96/66) Inquiry for clothing; cosmetics; dress materials; shoes. E.S.B. 18511/66.
(97/66) Inquiry for bakers' yeast; custard powder; detergents; soap. E.S.B. 17521/66.

Bolivia
(97/66) Inquiry for clothing; toys. E.S.B. 18689/66.
(98/66) Inquiry for bottling and tinning plant. E.S.B. 18851/66.
(98/66) Inquiry for mining equipment. E.S.B. 17817/66.

Canada
(94/66) Inquiry for educational aids; electronic and electro-mechanical equipment. E.S.B. 11824/66.
(95/66) Inquiry for carbon paper. E.S.B. 18189/66.
(97/66) Inquiry for fire hose. E.S.B. 17885/66.
(98/66) Inquiry for plastic models of animals. E.S.B. 17525/66.

Cayman Islands
(95/66) Inquiry for bed linen; cotton materials; women's clothing. E.S.B. 17861/66.

Ceylon
(98/66) Agency inquiry for sports and gymnasium equipment; toys. E.S.B. 16652/66.
(101/66) Inquiry for agricultural and irrigation equipment. E.S.B. 19891/66.

Cuba
(95/66) Foreign Trade Arbitration Court. C.R.E. 3900/G.

Cyprus
(96/66) Agency inquiry for hosiery; knitting wool; knitwear; lace; piece-goods; shoe leather. E.S.B. 18546/66.
(97/66) Inquiry for silversmiths' machinery and equipment. E.S.B. 18555/66.

Denmark
(99/66) Inquiry for needle loom felt. E.S.B. 18651/66.

Fiji
(95/66) Inquiry for rope making machinery. E.S.B. 18295/66.
(97/66) Inquiry for agricultural spraying equipment. E.S.B. 18803/66.

Finland
(96/66) Agency inquiry for swimwear. E.S.B. 18610/66.
(97/66) Agency inquiry for slide fasteners. E.S.B. 18657/66.

France
(94/66) Agency inquiry for reproduction furniture. E.S.B. 18110/66.
(96/66) Agency inquiry for industrial raw materials. E.S.B. 18332/66.
(97/66) Agency inquiry for steam cleaners. E.S.B. 18853/66.
(95/66) Inquiry for foodstuffs. E.S.B. 18181/66.
(98/66) Manufacture under licence – dish washing machines. E.S.B. 27086/64.

Germany, Federal Republic of
(95/66) Agency inquiry for chinaware. E.S.B. 18148/66.
(97/66) Agency inquiry for lace; woollen suitings. E.S.B. 18810/66.
(99/66) Agency inquiry for advertising gifts; calendars; leather goods. E.S.B. 19082/66.
(96/66) Inquiry for taps and dies; thread cutting tools. E.S.B. 18329/66.
(97/66) Inquiry for laboratory equipment. E.S.B. 18931/66.
(98/66) Inquiry for comptometers; oscillographs; tape perforators and readers; tape recorders. E.S.B. 18699/66.

Greece
(95/66) Agency inquiry for elastic; glasses; plastic leather; wool. E.S.B. 18196/66.
(99/66) Agency inquiry for paper and paper boards; wire drawing machinery. E.S.B. 19116/66.

Greece/Hungary
(99/66) Trade and financial arrangements. C.R.E. 7393/G.

Honduras, Republic of
(96/66) Inquiry for braid making machinery; nylon stretch yarn. E.S.B. 18383/66.

Hong Kong
(97/66) Agency inquiry for consumer goods. E.S.B. 17836/66.
(98/66) Agency inquiry for hardware and allied lines; tools; valves. E.S.B. 18991/66.
(97/66) Inquiry for veneer tape. E.S.B. 10227/66.

Iran
(97/66) Inquiry for automobile springs and leaves; steel. E.S.B. 18597/66.

Iraq
(99/66) Inquiry for copper wire. E.S.B. 18920/66.

Israel
(95/66) Agency inquiry for aluminium blocks; chemicals; pig iron. E.S.B. 18335/66.
(95/66) Agency inquiry for chemicals. E.S.B. 18336/66.
(95/66) Agency inquiry for electric drill attachments. E.S.B. 17092/66.
(95/66) Agency inquiry for fibres; yarns. E.S.B. 18155/66.
(95/66) Agency inquiry for anti-corrosive materials. E.S.B. 18350/66.
(95/66) Agency inquiry for cosmetics; perfumes; toiletries. E.S.B. 36461/65.
(96/66) Agency inquiry for domestic electrical appliances; spectacle frames; stationery. E.S.B. 10985/66.
(96/66) Agency inquiry for metal cutting tools and equipment. E.S.B. 18338/66.
(96/66) Agency inquiry for plastics working machinery. E.S.B. 18306/66.
(97/66) Agency inquiry for fire fighting equipment; industrial fasteners: clamps and allied assembly tools; packing paper. E.S.B. 17870/66.
(98/66) Agency inquiry for office supplies; sports goods; stationery. E.S.B. 18934/66.
(98/66) Agency inquiry for instruments and controls. E.S.B. 19038/66.
(98/66) Agency inquiry for refrigeration components and spare parts. E.S.B. 18908/66.
(98/66) Agency inquiry for steak knives. E.S.B. 19054/66.
(99/66) Agency inquiry for decorating materials; water softeners. E.S.B. 19151/66.
(94/66) Inquiry for power tools; screws. E.S.B. 17828/66.

Italy
(95/66) Agency inquiry for contact lens cases. E.S.B. 18346/66.
(95/66) Agency inquiry for wallpaper. E.S.B. 18287/66.
(96/66) Agency inquiry for biscuits; chocolate. E.S.B. 18301/66.
(96/66) Agency inquiry for cereals; sauces. E.S.B. 18356/66.
(96/66) Agency inquiry for confectionery; foodstuffs. E.S.B. 18550/66.
(95/66) Inquiry for fruit packaging machinery; netting making machinery and raw material; netting. E.S.B. 18190/66.
(96/66) Inquiry for clocks. E.S.B. 18549/66.
(96/66) Inquiry for necktie materials. E.S.B. 18360/66.
(97/66) Inquiry for adhesive compounds; anti-acid products; cements; water treatment equipment and products. E.S.B. 18818/66.
(99/66) British shopping week in Florence. E.S.B. 12351/66.
(99/66) Inquiry for kaolin. E.S.B. 12550/65.

Jamaica
(97/66) Agency inquiry for food containers; wrapping paper. E.S.B. 18631/66.

Japan
(97/66) Inquiry for maps and globes; teaching materials. E.S.B. 18525/66.
(97/66) Manufacture under licence – chemical equipment; civil engineering equipment; conveyors; hydraulic and pneumatic machinery; mining machinery. E.S.B. 13229/66.
(98/66) Manufacture under licence – construction machinery. E.S.B. 13008/66.

Lebanon
(95/66) Inquiry for corrugated metal banding. E.S.B. 17746/66.

Nigeria
(95/66) Inquiry for chemical and dyestuffs. E.S.B. 14867/66.

New Zealand
(99/66) Agency inquiry for band mills. E.S.B. 18381/66.

Pakistan
(97/66) Inquiry for drugs and pharmaceuticals making machinery and 'know-how'. E.S.B. 18663/66.

Paraguay
(96/66) Agency inquiry for batteries. E.S.B. 18580/66.

Sierra Leone
(98/66) Inquiry for scholastic equipment and stationery. E.S.B. 18619/66.

South Africa
(96/66) Agency inquiry for cosmetics and toiletries; drugs; novelty items; pharmaceuticals. E.S.B. 44918/65.
(96/66) Agency inquiry for electrical materials. E.S.B. 40990/65.

Switzerland
(95/66) Agency inquiry for lace and loom fabrics; outerwear. E.S.B. 18331/66.
(98/66) Agency inquiry for electroplated thermoplastic household articles; insulated wire; lamp shades and fittings. E.S.B. 18850/66.
(95/66) Inquiry for aluminium. E.S.B. 18157/66.
(97/66) Inquiry in respect of pre-fabricated housing. E.S.B. 18543/66.

Uganda
(94/66) Agency inquiry for burglar alarms; industrial process timers. E.S.B. 18172/66.

United Arab Republic (Egypt)
(97/66) Inquiry for metal working machinery. E.S.B. 18656/66.

United States of America
(94/66) Inquiry for paintings. E.S.B. 37484/64.
(95/66) Inquiry for barbed wire; copper tubing. E.S.B. 37555/64.
(95/66) Inquiry for tubulators. E.S.B. 13025/66.
(97/66) Inquiry for ironing boards. E.S.B. 18581/66.
(98/66) Inquiry for dowels. E.S.B. 18567/66.
(98/66) Manufacture under licence in Britain – copper cables. E.S.B. 17745/66.
(99/66) Manufacture under licence in Britain – audio visual system. (Further Information.) E.S.B. 15661/66.

U.S.S.R.
(98/66) Inquiry for women's knitwear. E.S.B. 19202/66.

Venezuela
(95/66) Inquiry for jewellery. E.S.B. 18307/66.

Zambia
(97/66) Agency inquiry for aircraft aircraft engines; components and accessories. E.S.B. 18816/66.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

PORTUGAL

Amendments to the import tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 92, published Decree Laws 46,965 and 46,966, dated April 19, 1966, which amended the import tariff as follows:

Sub-headings 28.40.02 to 28.40.07, 29.14.22 and 29.14.23 shall become sub-headings 28.40.03 to 28.40.08, 29.14.23 and 29.14.24 respectively, with the same wording.

The products covered by the following Tariff sub-headings are hereby introduced:

28.40.02 – Potassium dihydrogen orthophosphate
29.14.22 – Potassium phenylacetate
} Free of duties

The following alterations are made to the text of the Import Tariff:

29.44 Antibiotics:

Note: The rates of 18 per cent and 6 per cent under the maximum and minimum tariffs respectively for sub-headings 29.44.01 to 29.44.04 shall continue to be operative until the Regulating Commission for Chemical and Pharmaceutical Products informs the Customs that Portuguese industry is in a position to supply the domestic market.

01 Penicillin and salts thereof:
Maximum tariff – million IU . . . . 1$20
Minimum tariff – million IU $60

02 Streptomycin and salts thereof:
Maximum tariff – per grame (real weight) . 1$20
Minimum tariff – per gramme (real weight) . $60

03 Tetracycline and aureomycin, and salts thereof:
Maximum tariff – per gramme (real weight) . 2$60
Minimum tariff – per gramme (real weight) . 1$30

04 Oxytetracycline and erythormycin, and salts thereof:
Maximum tariff – per gramme (real weight) . 3$60
Minimum tariff – per gramme (real weight) . 1$80

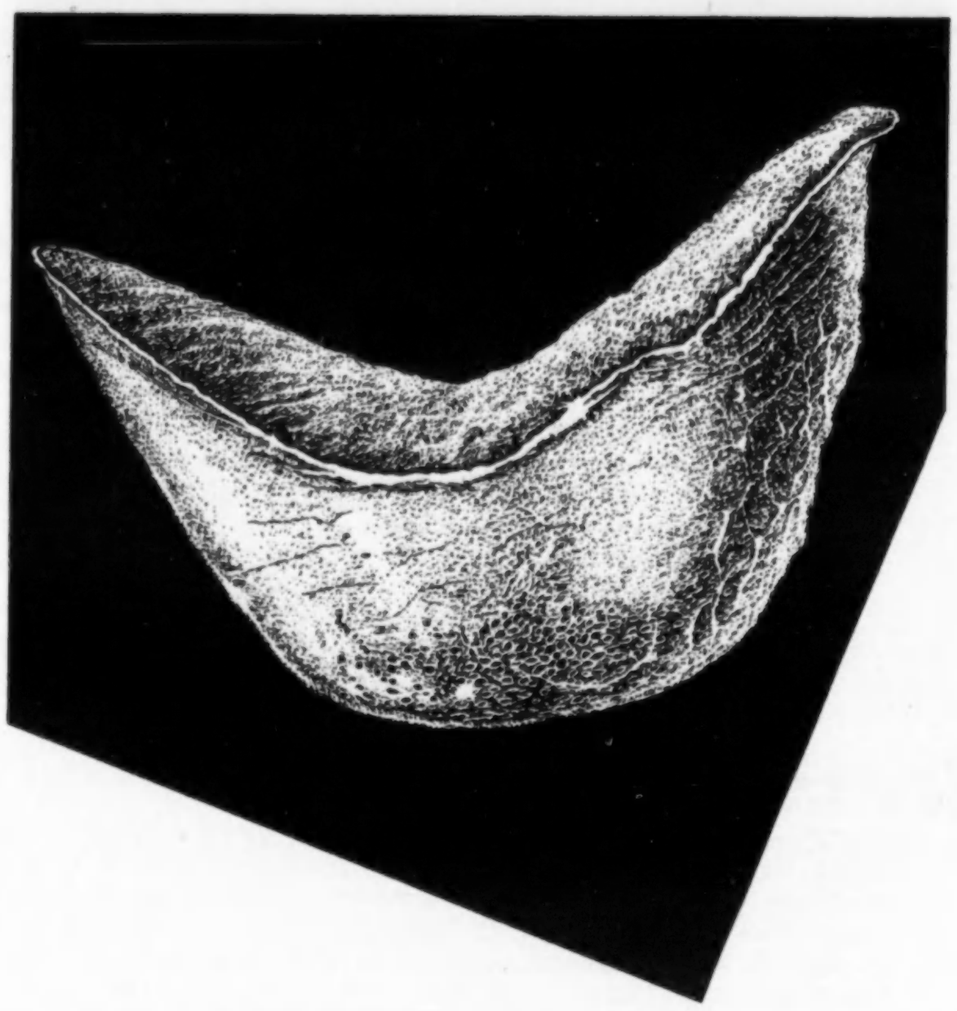
05 Not specified:
Maximum tariff – 18 per cent *ad valorem*
Minimum tariff – 6 per cent *ad valorem*

30.03 .....

Note: The rates for these sub-headings are on the respective sale prices to the public, except when recognized that such trade is not yet currently established in Portugal.

01 Insulin, gold salts, for the treatment of tuberculosis, organo-arsenated products for the treatment of syphilis and products for the treatment of leprosy:
Maximum tariff – 12 per cent *ad valorem*
Minimum tariff – 6 per cent *ad valorem*

(*Continued on next page*)



Solid silver "Shoes" were used as a form of currency throughout China until early this century.

Times and Customs change.

Today, trade and finance with the East require the full facilities of great international banking organisations. The Hongkong Bank Group offers such a service and can provide, immediately, the latest information and expert advice on all aspects of trade and finance in these areas.

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123 Pall Mall SW1

THE BRITISH BANK OF THE MIDDLE EAST
Head Office: 7 King William Street London EC4

PORTUGAL, *continued*

02 Antibiotics containing penicillin, streptomycin, tetracycline, aureomycin, oxytetracycline, erythromycin, and salts thereof:
Maximum tariff – 30 per cent *ad valorem*
Minimum tariff – 15 per cent *ad valorem*
Note: The rates of 12 per cent and 6 per cent under the maximum and minimum tariffs respectively shall continue to be operative until the Regulating Commission for Chemical and Pharmaceutical Products informs the Customs that Portuguese industry is in a position to supply the domestic market.

03 Antibiotics, not specified:
Maximum tariff – 12 per cent *ad valorem*
Minimum tariff – 6 per cent *ad valorem*

04 Medicaments, not specified:
Maximum tariff – 30 per cent *ad valorem*
Minimum tariff – 15 per cent *ad valorem*
Note: Medicaments falling within this sub-heading and containing only one active substance, specified in the Tariff, shall not be assessed with a lower duty than that applicable to the substance.

The wording of the Note to sub-heading 29.25.01 of the Import Tariff is amended as follows:

Note: Exempt from duty when imported by the basic chemical industries, with the exception of the fertilizer industry, and when used solely in the respective industry and until the Inspectorate-General of Agricultural and Industrial Products notifies that the product is manufactured under economic conditions in Portugal. Importers must record in their own register the quantities imported, supplying for Customs' verification any items necessary for ascertaining use thereof and for checking stocks, and use of the product for a purpose other than that laid down shall be considered as an evasion of payment of the duties payable under this heading.

The following timetable of EFTA reductions, in accordance with paragraph 6 of Annex G of the EFTA Convention will apply to the new tariff sub-headings 29.44.01 to 29.44.04 and 30.03.02 of the Import Tariff:

On June 30, 1966 – reduction of 20 per cent
On June 30, 1968 – reduction of 10 per cent
On June 30, 1970 – reduction of 10 per cent
On June 30, 1972 – reduction of 10 per cent

As from July 1, 1973, the remaining 50 per cent will be reduced in such a way as to be completely eliminated by January 1, 1980.

The following timetable of reductions, referred to in the Stockholm Convention, Annex G, Section 4, sub-section (a), shall continue to apply to the rates for new Tariff sub-headings 29.44.05, 30.03.01, 30.03.03 and 30.03.04.

On July 1, 1960 – reduction of 20 per cent
On January 1, 1963 – reduction of 10 per cent
On January 1, 1967 – reduction of 10 per cent
On January 1, 1970 – reduction of 10 per cent

Since the end of March and until early June this Petter Mobile Display Vehicle will be taking part in a European tour covering five countries. Driven by Mr. J. Mclean, a Petter service supervisor, the vehicle will tour France, Belgium, Holland, Scandinavia and Italy. Petters, a Hawker Siddeley company, have recently been awarded the Queen's Award to Industry for technological innovation in diesel engine development.

The remaining 50 per cent shall be reduced in such a way as to be completely eliminated by January 1, 1980.

These Decree Laws came into effect on April 19, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Exts. 460 and 462).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING FURTHER translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
155/65	Introducing a countervailing duty on imports of outdoor table grapes from Bulgaria	3d.
165/65	Extending the period of non-application of Regulation No. 17 to transport by rail, by road and by waterway	3d.
167/65	Laying down the amount of levies in relation to third countries on pigs, pig meat and pig meat products in respect of imports effected during the first quarter of 1966	5d.
168/65	Reducing the amount of levies on eggs in shell in respect of imports effected up to January 8, 1966	5d.
170/65	Continuing the term of validity and amending the provisions of Regulation No. 116/65 concerning the term of validity of the amount of refund applicable in particular cases to exports of certain dairy products to third countries	8d.
171/65	Extending the term of validity of Regulation No. 21/63 embodying a temporary exception to the common standards of quality for citrus fruits	5d.

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of May 3, 1966, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 61-01	Aprons, overalls and dustcoats for men and boys.
Ex 61-02	Aprons, overalls and dustcoats for women and girls and infants.
Ex 61-03	Men's and boys' shirts and pyjamas, including collars, false collars, shirt fronts and cuffs.
Ex 61-04	Infants' shirts and pyjamas.

Existing orders could be admitted quota-free until May 11, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479-481).

Import restrictions

THE ALGERIAN *Journal Officiel* of April 26, 1966, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 18-06 B II	Confectionery containing chocolate.
Ex 22-01	Spa waters, natural or artificial, whether or not aerated.

Existing orders for confectionery could be admitted quota-free until April 30, 1966, and for spa waters until May 11, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

RHODESIA

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the Customs Tariff in Rhodesia, despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 8), published as Rhodesia Notice No. 346C of May 10 amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the Column B rate of Duty)

Goods	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
First Schedule				
(a) by the repeal of the following item:				
Ex 195 (1) (a) Aviation spirit of the grades 73, 80/87, 91/96, 100/130, 108/135 and 115/145	Free	Free	Free	Free
(b) the the insertion of the following items:				
Ex 195 (1) (a) Motor spirit (other than aviation spirit):				
(i) Imported or taken out of bond under the authority of a certificate issued by the Secretary for Commerce and Industry and under such conditions as the Controller may approve per imp. gal.	£0 1s. 9d.	£0 1s. 9d.	£0 1s. 9d.	£0 1s. 9d.
(ii) Other . . per imp. gal.	£0 2s. 0d.	£0 2s. 0d.	£0 2s. 0d.	£0 2s. 0d.
Ex 195 (1) (a) Aviation spirit:				
(i) Imported or taken out of bond under the authority of a certificate issued by the Secretary for Commerce and Industry and under such conditions as the Controller may approve	Free	Free	Free	Free
(ii) Other . . per imp. gal.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.
(c) by the repeal of the item headed Ex 200 Oils, mineral:				
(d) by the insertion of the following item:				
Ex 200 Oils, mineral:				
ex (b) Fuel, having a flashpoint (closed test at sea level) of not less than 150 degrees Fahrenheit, imported or taken out of bond under the authority of a certificate issued by the Secretary for Commerce and Industry and under such conditions as the Controller may approve per imp. gal.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.
ex (c) (i) Power paraffin, having a specific gravity not lower than 0·80 at 60 degrees Fahrenheit and having a flashpoint (closed test at sea level) of not lower than 70 degrees Fahrenheit and not higher than 110 degrees Fahrenheit, imported or taken out of bond under the authority of a certificate issued by the Secretary for Commerce and Industry and under such conditions as the Controller may approve	Free	Free	Free	Free
ex (c) (ii) Illuminating paraffin, having a specific gravity of less than 0·90 at 60 degrees Fahrenheit and a flashpoint (closed test at sea level) of less than 150 degrees Fahrenheit:				
(A) Aviation turbine fuel:				
(I) Imported or taken out of bond under the authority of a certificate issued by the Secretary for Commerce and Industry and under such conditions as the Controller may approve .	Free	Free	Free	Free
(II) Other per imp. gal.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.
(B) Other . per imp. gal.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.
ex (e) Benzole wash oils . *ad val.*	10%	Free	Free	Free
Sixth Schedule				
(e) by the repeal of the following items:				
195 (1) (a). . . . per imp. gal.	£0 1s. 9d.	£0 1s. 9d.	£0 1s. 9d.	£0 1s. 9d.
200 (b) . . . per imp. gal.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.

Note: Items appearing in the Sixth Schedule are in respect of goods which have been dispatched to Rhodesia on or after December 1, 1965.

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff (Amendment) Notice, 1966 (No. 1) published on May 10, amends the Rhodesian Customs Tariff as follows:

PART II
(Britain pays the Column B rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
330	By the insertion after sub-item (2) of the following sub-item:				
	(3) Vehicles of a class specified below which having been exported from Rhodesia, are imported through the port of Forbes shall be liable to the rates of duty shown, if the importer of the vehicle is unable to show to the satisfaction of the proper officer that the vehicle is being imported after having been absent from Rhodesia since it was exported, for an unbroken period during which not less than two nights have elapsed:				
	(a) Motor-cycles . per vehicle	£0 2s. 6d.	£0 2s. 6d.	£0 2s. 6d.	£0 2s. 6d.
	(b) Other. . . per vehicle	£1 0s. 0d.	£1 0s. 0d.	£1 0s. 0d.	£1 0s. 0d.

Note: The duty payable under sub-item 330 (3) is in addition to any other duty payable under the Customs and Excise Act in respect of the vehicle.
Specified classes of vehicles:

1. Motor-cycles classified under item 86 (1) (b) (i) (A) or 86 (1) (b) (i) (B) of the customs tariff.
2. Passenger motor vehicles classified under item 129 (a) of the customs tariff.
3. Lorries, vans and tractors classified under item 129 (b) of the customs tariff.
4. Vehicles chassis classified under item 129 (c) of the customs tariff.
5. Tractors classified under item 130 (1) of the customs tariff.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes (1)

GOVERNMENT NOTICES R.699 to R.702, published in the Republic of South Africa *Government Gazette* of May 6, set out the following amendments to the Republic's customs tariff:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	MFN	Preferential
R.699					
29.40.80	Pectin enzymes	lb.	10%		
	By amendment of the rate of duty to read:		'Free'		
38.19	By the insertion after sub-heading 38.19.70 of the following:				
	38.19.75 Pectic enzyme preparations .	lb.	Free		
R.700					
20.02	By the insertion after sub-heading 20.02.70 of the following:				
	20.02.80 Asparagus	lb.	20%		
68.09	By the substitution for the heading of the following:				
68.09	Panels, boards, tiles, blocks and similar articles of vegetable fibre, of wood fibre, of straw, of wood shavings, or of wood waste (including sawdust), agglomerated with cement, plaster or with other mineral binding substances:				
	68.09.10 Of wood wool agglomerated with magnesite . . .	lb.	Free		
	68.09.90 Other	lb.	20%		
70.20	By the insertion after sub-heading 70.20.50 of the following:				
	70.20.60 Filter bags	lb.	5%		Free (UK)
73.32.50	Machine screws:				
	.10 Fully threaded with heads adapted for tightening with a spanner . .	lb.	20% or 2. per lb.		
	.90 Other	lb.	3%		
	By the insertion in sub-heading 73.32.50.10, after the words 'with heads adapted for tightening with a spanner', of the words 'excluding socket head screws'.				
R.701					
84.59	By the insertion after sub-heading 84.59.50 of the following:				
	84.59.60 Portable greasing appliances .	No.	20%		
R.702					
69.02	Refractory bricks, blocks, tiles and similar refractory constructional goods (excluding goods falling within heading 69.01):				
	69.02.10 Bricks	lb.	Free		
	69.02.90 Other	lb.	20%		
	By amendment of the rate of duty of sub-heading 69.02.90 to read:		'Free'		
98.12	By the substitution for sub-heading 98.12.10 of the following:				
	98.12.10 Toilet combs of all kinds:				
	.10 Metal combs of a length not exceeding 3 in. . . .	No.	Free		
	.90 Other	No.	25%		

(*South Africa continued on next page*)

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REPUBLIC OF SOUTH AFRICA, *continued*

Customs tariff change (2)

GOVERNMENT NOTICE R.768, published in the Republic of South Africa *Government Gazette* of May 13, amends the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
44.14 By the substitution for sub-heading No. 44.14.10 of the following:				
44.14.10 Veneer sheets:				
.10 Of a thickness less than 1 mm. . .	cu. ft.	15%		12% (UK; Canada) Free (UK; Canada)
.90 Other . . .	cu. ft.	3%		

MALAWI

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 2) Regulations, 1966, published as Malawi Government Notice No. 84, amends the Customs and Excise (Suspension) Regulations, 1965, published in the *Board of Trade Journal* (pages 166 and 167) on January 21 and subsequently amended in the Journal on March 25, to the following extent:

By the addition of the following goods, with effect from March 1, to the Schedule of Goods (published on page 702 on March 25) which are entered for consumption on or before June 30, 1966:

	Item		Effective Rates			
			Duty A	Duty B	Duty C	Duty D
Ex 78 (b)	Jute twine or mixtures thereof	*ad val.*	10%	Free	Free	Free
Ex 98	Crown corks . . .	*ad val.*	5%	Free	Free	Free

(Britain pays the column D rate of duty.)

REPUBLIC OF MAURITANIA

Global quotas 1966

IT WAS ANNOUNCED in Nouakchott, Mauritania, on May 2 that the following quotas are available to established importers for the current year for countries outside the European Economic Community (for which separate allocations have been made):

Quota No.	Description	Quota values in '000 French francs
1	Dairy produce	100
2	Cereals (other than wheat)	200
3	Beer	50
4	Various beverages	330
5	Sugar and Confectionery	16
6	Other food preparations and products	10,000
7	Tobacco	400
8-9	Salt, cement, sulphur, coal, non-ferrous metals . . .	1,604
10	Mineral oil products.	2,500
11-14	Pharmaceuticals, plastics, chemicals, rubber . . .	2,500
15	Printed cotton fabrics	200
16	Non-printed cotton fabrics	200
17	Jute fabrics and sacks	P.M. = to be kept in mind
18	Knitted wear	1,300
19	Household articles, tools, etc.	500
20	Mechanical and optical equipment	500
21	Mechanical appliances and parts thereof . . .	24,500
22	Motor cars, cycles and spare parts	8,500
23	Tractors and spare parts	2,500
24	Miscellaneous	500

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

CEYLON

Tariff amendments

THE BOARD OF TRADE have received a copy of the Customs Notification (Tariff) No. 66/1 issued by the Ministry of Finance and published in the Ceylon Government *Gazette* of May 6, 1966. The amendments relate to the following items entering Ceylon:

SCHEDULE

Column I	Column II General Rate	
	Ad val.	Rs. c.
Petroleum crude or liquid fuel:		
Petroleum crude or liquid fuel with diesel index not under 53 and with a flashing point not below 150°F – per gallon		0 75
Furnace oil – per gallon		0 19
Other, not elsewhere specified – per gallon		0 25
Agricultural tractors, distillers, hay-balers, maize shellers, monkey grabbers, monkey jacks, paddy winnows, reapers, reaper binders, self-propelled combined harvesters, threshers, harrows, tractor manure machines and distributors, tractor ploughs, tractor seed drills, tractor hay movers, billhooks, earth augers, mattocks and scythes and parts thereof		Free
Marine diesel engines and parts thereof shown to the satisfaction of the Principal Collector of Customs to have been imported to be fitted on fishing craft		Free
Outboard motors shown to the satisfaction of the Principal Collector of Customs to have been imported for the local fishing industry		Free
Rubber tyres and tubes used exclusively on agricultural tractors	50%	

SCHEDULE II

Column I	Column II Preferential Rate		Column III General Rate	
	Ad val.	Rs. c.	*Ad val.*	Rs. c.
Petroleum crude or liquid fuel:				
Petroleum crude or liquid fuel with diesel index not under 53 and with a flashing point not below 150°F – per gallon				0 25
Furnace oil – per gallon				0 19
Other, not elsewhere specified – per gallon				0 25
Agricultural tractors, distillers, hay-balers, maize shellers, monkey grabbers, monkey jacks, paddy winnows, reapers, reaper binders, self-propelled combined harvesters, threshers, tractor harrows, tractor manure machines and distributors, tractor ploughs, tractor seed drills, tractor hay movers, billhooks, earth augers, mattocks, and scythes and parts thereof	3%		13%	
Marine diesel engines and spare parts thereof shown to the satisfaction of the Principal Collector of Customs to have been imported to be fitted on fishing craft	10%		20%	
Outboard motors shown to the satisfaction of the Principal Collector of Customs to have been imported for the local fishing industry	10%		20%	
Rubber tyres and tubes used exclusively on agricultural tractors			72%	

INDIA

Import policy 1966/67

THE GOVERNMENT OF INDIA have expressed the hope that, with the help of friendly foreign governments and institutions, they will shortly be able to allow increased imports of raw materials, components and spares.

In the meantime, to enable a more liberal provision to be made immediately for the import of essential spare parts which cannot easily be domestically manufactured, the Government of India has decided to take the following steps:

(a) Quicker clearance will be given to applications for the import of 'emergency' spare parts under existing provisions.

(b) It has been decided to permit, on a more liberal scale, the import of spare parts for the capital equipment employed in the manufacture of certain agricultural machinery, fertilizers, pesticides and other manufactured products of use in agriculture.

(c) It has also been decided to permit larger imports of spare parts needed by aircraft, including helicopters, engaged in plant protection measures, spares needed for the manufacture of printing machinery presses, the production of primary non-ferrous metals, such as copper, aluminium, lead and zinc, and spare parts required for the capital equipment used for certain specified manufactures like paper, cement and sugar.

(d) Imports of sulphur and rock phosphates which are of importance to the fertilizer industry and of materials like cryolite, fluoride, etc. needed in the production of aluminium will be more liberally licensed.

(e) Raw materials and spares, etc., needed in the manufacture of contraceptives will also be more liberally licensed.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

MALAYSIA

Tariff Advisory Board—Motor vehicles

THE BOARD OF TRADE have been informed by cable that the Malaysian Tariff Advisory Board are to hold a public inquiry on June 13 and 14 to consider the rates of import duty to be imposed on the following items:

Tariff Code No.	Description
	Motor vehicles for the transport of persons, including sports cars, ambulances and dual purpose vehicles but excluding buses and motor cycles:
732 101-1	Completely knocked down.
732 101-2	Semi or medium knocked down.
732 101-3	Completely built up, new.
732 101-4	Ambulances, new.
732 102-1	Completely built up, other than new.
732 102-2	Ambulances, other than new.
	Motor buses, being vehicles with seats for more than 6 persons, other than dual purpose vehicles:
732 201-1	Completely knocked down.
732 201-2	Semi or medium knocked down.
732 201-3	Completely built up, new
732 202	Completely built up, other than new.
	Motor vehicles for the transport of goods or materials, excluding dual purpose vehicles and vehicles of item 732 910:
732 301-1	Completely knocked down.
732 301-2	Semi or medium knocked down.
732 301-3	Completely built up, new.
732 302	Completely built up, other than new.
732 400	Special purposes motor lorries and vans, including fire engines, fire-escapes, spraying lorries, crane lorries, outside broadcast vans and mobile workshops and clinics, but excluding vehicles primarily for transport of goods.
732 600	Chassis with engines fitted for vehicles falling within item 732 101.
732 700	Chassis with engines fitted, but without cabs for vehicles falling within headings 732-2, 732-3, 732-4 or 732-5.
732 810	Bodies, including cables, for motor vehicles falling within headings 732-1 to 732-5.
732 890	Parts and accessories of motor vehicles falling within headings 732-1 to 732-5.

Persons who proposed to give evidence were asked to inform the Tariff Advisory Board in Kuala Lumpur not later than May 26 stating the capacity in which they wished to appear. Persons other than manufacturers or importers who wished to give evidence were required to prepare submissions in memorandum form, signed by the person authorized to give evidence and containing *inter alia* the following information:

(1) Name of commodities as well as their tariff code numbers.
(2) Quantity and value used in each of the last three years.
(3) Prices.
(4) Reasons for objections to imposition of tariff.
(5) Recommendation for consideration by the Board.

All witnesses were required to prepare nine typewritten copies of their evidence and forward it to the Board before June 1, 1966.

During the inquiries the Board will also hear any representations on the question of the maintenance or otherwise of import controls on the goods concerned. At present the goods are subject to import controls in the States of Malaya only.

A notice in the *Board of Trade Journal* dated March 4, 1966, page 521, outlined the Malaysian Government's policy on motor vehicle assembly. This stated that the proposed rates of duty in the States of Malaya are 30 per cent *ad valorem* and 15 per cent *ad valorem* on imported completely built up and semi-knocked down passenger cars respectively, and 30 per cent *ad valorem* and 20 per cent *ad valorem* on imported completely built up and semi-knocked down commercial vehicles respectively.

LAOS

British Government aid

A LIST OF commodities to be included in the fourth year of the British Government Programme of Aid for Sponsored Commodity Imports to Laos was published in the *Board of Trade Journal* for May 20, 1966. The following item should be added to the list: Transparent (rejuvenated) cellulose film. The word 'Cellophane' should be deleted from the list.

SEYCHELLES

Customs tariff

THE BOARD OF TRADE have received a copy of The Customs Tariff (Amendment) Regulations 1966 published in the *Seychelles Gazette* No. 24 of 1966. The amendments relate to the following items entering the Seychelles:

Item No.	Description of Goods	Old Tariff		New Tariff	
		General Rate	Preferential Rate	General Rate	Preferential Rate
5	Asbestos sheets and materials, cardboards, strawboards, and similar substances for building purposes	25%	Free	16⅔%	Free
26	Confectionery plain or fancy of all kinds, compounded, made or preserved with sugar including chocolates	42%	17%	33⅓%	17%
54	Metals	33⅓%	Free	16⅔%	Free
55	Motor cars and motor lorries together with their appropriate initial equipment	48⅓%	25%	41⅔%	25%
56	Motor bicycles together with their appropriate initial equipment	33⅓%	10%	26⅔%	10%
60	Paints and painters colours, varnishes and polishes (all kinds)	33⅓%	Free	16⅔%	Free
70	Sewing machines	38⅓%	5%	21⅔%	5%
72	Silk goods	53%	25%	41⅔%	25%

NEW ZEALAND

Customs tariff review on some goods

THE NEW ZEALAND MINISTRY of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new Tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from June 2, 1966.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before June 2, 1966, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

Quilts –
- The undermentioned goods when declared by a manufacturer for use by him in making quilts
  - Artificial silk piece goods
  - Quilted piece-goods, being backed and embroidered textiles
  - Satins, cotton backed

Reagents for concentration of minerals by the flotation process (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)

Record blanks on declaration by a manufacturer that they will be used by him solely for making master discs

Refrigerators –
- Condenser coils in the flat and without attachments, made from Bundy tubing
- Evaporator plates of brass in the flat, brazed but not tinned or otherwise worked, on declaration by a manufacturer for use by him only in making evaporators for use in refrigerators
- Evaporator plates roll bonded, in the flat, inflated but not further worked, on declaration by a manufacturer for use by him only in making evaporators for use in domestic type refrigerators
- Gasketing, plastic, containing a magnetized plastic strip, a sponge rubber strip or a fibre glass filling, declared by a manufacturer for use by him only in making refrigerators
- Motor compressors declared by a manufacturer for use by him only in making refrigerator units of the hermetically sealed type
- Motor compressors, hermetically sealed and semi-sealed, on declaration by a manufacturer for use by him only in making refrigerated cooling systems for milk
- Refrigerator units of the heat absorption type on declaration by a manufacturer that they will be used by him only in the manufacture of refrigerators

Resins –
- Alkyl methacrylate esters
- Butyl acrylate
- 1:3 Butylene glycol (1:3 butanediol) declared by a manufacturer for use by him only in making synthetic resins
- Chemicals specially suited for use as catalysts, hardeners, accelerators, plasticizers, or stabilizers, in the manufacture of plastic materials or for use as hardeners with synthetic resin adhesives (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- 2-Ethyl hexanol declared by a manufacturer for use by him only in making synthetic resins
- 2-Ethyl hexyl acrylate
- Fatty acids, on declaration by a manufacturer for use by him only in making synthetic resins
- Thickening preparations for synthetic resin emulsions
  Examples: Texigel SPA 5:PS 258

Ricinoleic acid for use in the preparation of sulphonated oils

Rods, wooden, of any cross sectional shape, impregnated with synthetic resin
(Example: Permali)

Rouge, black, for preparing glass for mirrors

Rouge powder for glass or metal polishing

Rubber –
- Accelerators, rubber (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Ajone C and P
- Antioxidants for preventing decomposition in rubber (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Aquarex D and SMO
- Bis-dimethyl benzyl peroxide
- Butyl zimate
- Desiccants for preventing porosity in rubber (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Dibenzylamine
- Dibutyl ammonium oleate
- Di-esterex N
- Dispersing agents to promote even dispersion of sulphur, pigments, and fillers throughout the mass of rubber (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Dispersol L
- Erie 1588
- Ethylene diamine hydrochloride
- Flectol H
- Foaming agents for the manufacture of rubber and plastic materials
  Examples: Genitron BSH, Vulcacel AN (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Isipropyl diphenylamine
- Laurex
- Mercapto alkyl thiazole
- Methyl-para-toluidine or (MPT)
- Mould lubricants (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Natone
- Neozone C
- Odorants and deodorants, as may be approved, specially prepared for use in the manufacture of rubber or plastic goods
  - Approved –
    - Alamask
    - Curodex
    - Plastador
- Oxirane HS
- Para amido phenol
- Plasticizers specially suited for treatment of rubber (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Pullman syrup 1503
- Retarders for use with rubber accelerators (SPECIFIC ITEMS WITH CHEMICAL FORMULA MUST BE SHOWN ON APPLICATIONS)
- Rubber masterbatch (synthetic rubber containing carbon black with or without oil extenders)
- Santoflex BX
- Santomerse D

NEW ZEALAND, *continued*

Stabilite
Sulphur dispersed in oil
Tackol No. 2 being an extract from coal tar pitch used as a softening ingredient in rubber compounds
Thermoflex A
Thickening preparations for rubber latex
Examples: Texigel SPA5:PS258
Thiofide
Triphenylguanidine (or TPG)
VDH (vacuum distilled hoboken) 1522
Vulcafor DDCN, DPG, MBT, SPX, ZDC
Rubber sheet, expanded of unicellular construction, e.g. 'Rubazote'
Rubber sheet, vulcanized, viz. – 'Linatex'.

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Trade associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or trade association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

URUGUAY

Exemptions from import restrictions

HM EMBASSY at Montevideo report that by a Decree of May 12 existing import restrictions are lifted for all goods in the Uruguayan Code of Merchandise carrying up to and including 60 per cent surcharge. At the same time 'aforos' (i.e. average valuations) for imported goods which have not been increased since August 13, 1964, have been doubled, and the Bank of the Republic's buying and selling rates for foreign exchange have been raised to 64 and 64.5 pesos to the US$ respectively.

CHILE

Import regulations

IT HAS BEEN reported by HM Embassy in Santiago that, at its Session No. 400 which took place on April 12, 1966, the Executive Committee of the Central Bank have added the following items to the list of goods published in the *Board of Trade Journal* dated January 14, 1966, page 100, first column.

Section	Group	Item
I	1	Tin, in ingots Zinc, in ingots
IX	45/53	Herbicides, fungicides and insecticides for agricultural use . . . Chemical products, not specified except those which figure on the Prohibited List
	46	All items on page 26, including two new items to be added: Alpha ethyl, alpha methyl succinamide in soft capsules, in bulk Ethylchloro-phenoisobutirate, in capsules, in bulk All items on page 27 and one new item to be added: Ethyleneimine-benzoquinones, in injections and in completely soluble gelatine capsules All items on page 28 All items on page 29 All pharmaceutical specialities on page 30
XIII	67	Asbestos in fibres

Amendments to import list

The following amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Di-octyl-phthalate (DOP)	17
		Di-iso-octyl-phthalate (DIOP)	17
		Di-butyl-phthalate (DBP)	17
		Di-butyl-maleate (DBM)	17
	46	Add new item: Adhesive plastic sutures, sterilized, for surgical use .	
XI	61	Waterproof suits for professional divers and frogmen	17
XII	66	From the item 'Motor vehicles of the Jeep type. . .' eliminate the words 'with 4-wheel drive'	
XIII	72	Sheets of neoprene. . .	17
	75	Trays of moulded cellulose for fruit exports. . .	free

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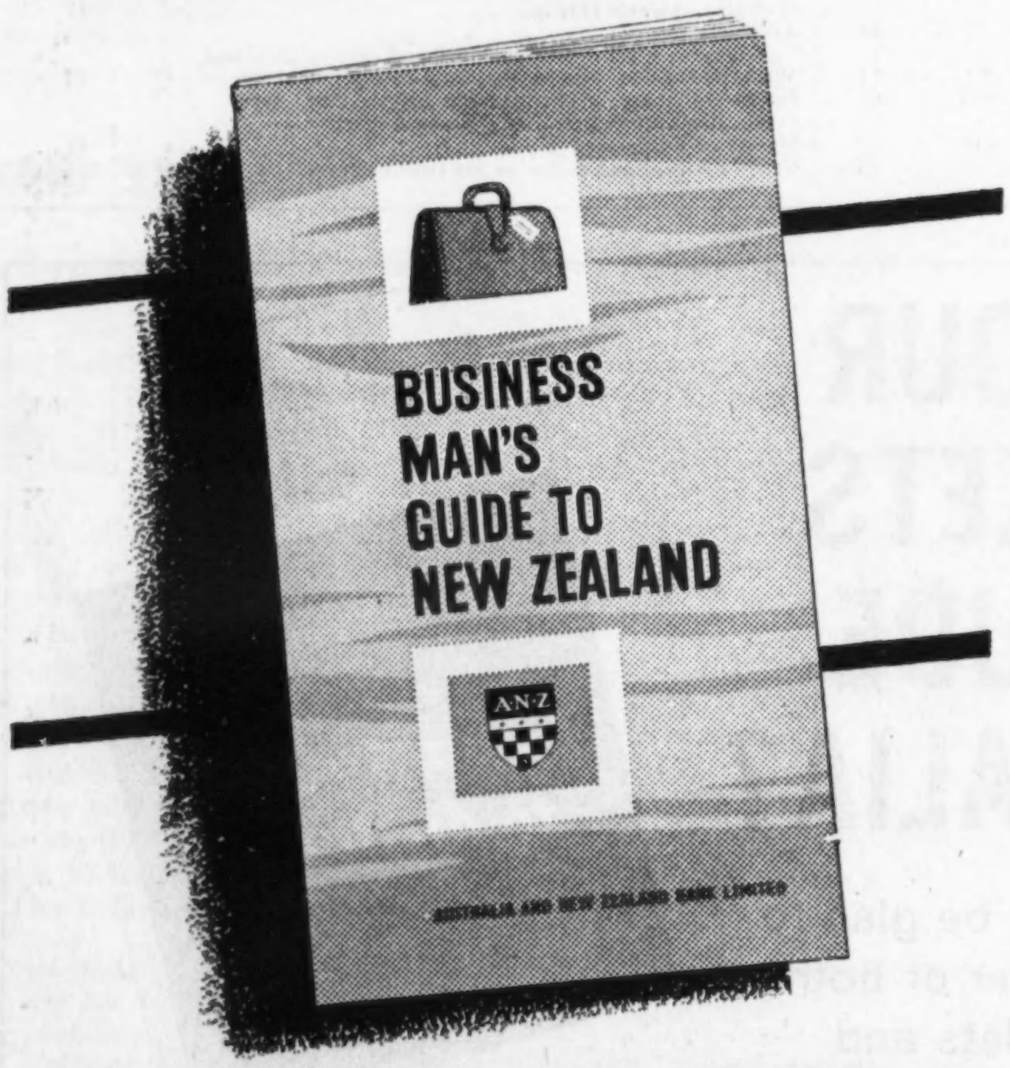

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COLOMBIA

Amendments to customs tariff

THE BRITISH EMBASSY at Bogota has reported the issue of a formal decree introducing certain changes to the Colombian Tariff as follows. Other changes under this decree were announced in last week's issue.

Tariff Heading	Description	Duty Old	Duty New
70.17	Laboratory, hygienic and pharmaceutical glassware, whether or not graduated or calibrated; glass ampoules:		
A	Laboratory glassware	30%	30%
B	Hygienic and pharmaceutical glassware	70%	70%
C	Glass ampoules for sera	50%	50%
71.14	Other articles of precious metal or rolled precious metal:		
A	Solder	35%	35%
B	Other:		
I	Articles for technical use in laboratories	30%	40%
II	Other	150%	150%
73.03	Scrap and waste metal of iron or steel:		
A	Of steel	8%	20%
B	Other	8%	20%
73.04	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel	15%	30%
73.06	Puddled bars and pilings, ingots, blocks, lumps and similar forms of iron or steel:		
A	Puddled bars and pilings, blocks, lumps and similar forms	10%	20%
B	Ingots	10%	20%
73.07	Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel	12%	20%
73.08	Iron or steel coils for re-rolling	12%	20%
73.09	Universal plates of iron or steel	12%	20%
73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollowing mining drill steel:		
A	Wire rod	12%	25%
B	Other:		
I	Simply hot-rolled or extruded	15%	25%
II	Simply forged	15%	25%
III	Simply cold-formed or cold-finished	18%	28%
IV	Clad or surface-worked (polished, coated, etc.)	20%	30%
V	Hollow mining drill steel	20%	30%
73.11	Angles, shapes, and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:		
A	Angles, shapes and sections:		
I	Of more than 80 mm.:		
a	Forged or hot-rolled	15%	25%
b	Cold-drawn or cold-rolled	20%	30%
c	Surface-worked or clad with other metals	20%	30%
II	Other:		
a	Forged or hot-rolled	18%	28%
b	Cold-drawn or cold-rolled	20%	30%
c	Surface-worked or clad with other metals	20%	30%
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:		
A	Hot-rolled	20%	30%
B	Cold-drawn or cold-rolled	25%	35%
C	Surface-worked or clad with other base metals	30%	40%
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled:		
A	Electrical sheets and plates	15%	25%
B	Other:		
I	Simply hot-rolled, of a thickness of:		
a	More than 4·75 mm.	18%	28%
b	From 3 to 4·75 mm.	18%	28%
c	Less than 3 mm.	18%	28%
II	Simply cold-rolled, of a thickness of:		
a	More than 4·75 mm.	20%	30%
b	From 3 to 4·75 mm.	20%	30%
c	Less than 3 mm.	20%	30%
III	Simply polished, burnished or glazed	25%	35%
IV	Clad, coated or otherwise surface worked:		
a	Galvanized	25%	35%
b	Lead-coated	25%	35%
c	Tinned:		
2	Other	25%	35%
73.14	Iron or steel wire, whether or not coated, but not insulated:		
A	Uncoated, unworked or finished	20%	30%
B	Coated	25%	35%
C	Covered or otherwise worked	30%	40%
73.15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14:		
A	Ingots of high carbon steel	10%	20%
B	Ingots of alloy steel (special steel):		
I	Of stainless steel	10%	20%
II	Other	10%	20%
C	Blooms, billets, slabs and sheet bars, and pieces roughly shaped by forging, of high carbon steel	12%	20%
D	Blooms, billets, slabs and sheet bars, and pieces roughly shaped by forging, of alloy steel (special steel):		
I	Of stainless steel	10%	20%
II	Other	12%	20%
E	Coils for re-rolling, of high carbon steel	12%	20%
F	Coils for re-rolling, of alloy steel (special steel):		

Tariff Heading	Description	Duty Old	Duty New
I	Of stainless steel	10%	20%
II	Other	12%	20%
G	Wire rod of high carbon steel	12%	25%
H	Wire rod of alloy steel (special steel):		
I	Of stainless steel	10%	25%
II	Other	12%	25%
J	Bars and rods and hollow mining drill steel of high carbon steel:		
I	Simply hot-rolled or extruded	15%	25%
II	Simply forged	15%	25%
III	Simply cold-finished	18%	28%
IV	Clad or surface-worked (polished, coated, etc.)	20%	30%
V	Hollow mining drill steel	20%	30%
K	Bars and rods and hollow mining drill steel, of alloy steel (special steel):		
I	Simply hot-rolled or extruded:		
a	Of stainless steel	14%	25%
b	Other	15%	25%
II	Simply forged:		
a	Of stainless steel	14%	25%
b	Other	15%	25%
III	Simply cold-finished:		
a	Of stainless steel	17%	28%
b	Other	18%	28%
IV	Clad or surface-worked (polished, coated, etc.):		
a	Of stainless steel	19%	30%
b	Other	20%	30%
V	Hollow mining drill steel	20%	30%
	Angles, shapes and sections of 80 mm. or more and sheet piling, of high carbon steel:		
I	Forged or hot-rolled	15%	25%
III	Other	20%	30%
M	Angles, shapes and sections of 80 mm. or more and sheet piling, of alloy steel (special steel):		
I	Forged or hot-rolled	15%	25%
III	Other	20%	30%
N	Angles, shapes, and sections of less than 80 mm. of high carbon steel:		
I	Forged or hot-rolled	18%	28%
II	Cold-drawn or cold-rolled	20%	30%
III	Surface-worked or clad with other metals	20%	30%
O	Angles, shapes and sections of less than 80 mm. of alloy steel (special steel):		
I	Forged or hot-rolled:		
a	Of stainless steel	15%	28%
b	Other	18%	28%
II	Cold-drawn or cold-rolled:		
a	Of stainless steel	17%	30%
b	Other	20%	30%
III	Surface-worked or clad with other metals:		
a	Of stainless steel	18%	30%
b	Other	20%	30%
P	Sheets and plates, of a thickness of more than 4·75 mm. and universal plates, of high carbon steel:		
I	Not further worked than forged or hot-rolled	18%	28%
II	Cold-rolled	20%	30%
III	Not further worked than polished, burnished or glazed	25%	35%
IV	Clad, coated or otherwise surface-worked:		
a	Galvanized	25%	35%
b	Lead-coated	25%	35%
c	Tinned	25%	35%
Q	Sheets and plates, of a thickness of more than 4·75 mm. and universal plates, of alloy steel (special steel):		
I	Not further worked than forged or hot-rolled:		
a	Of stainless steel	15%	28%
b	Other	18%	28%
II	Cold-rolled:		
a	Of stainless steel	18%	30%
b	Other	20%	30%
III	Not further worked than polished, burnished or glazed:		
a	Of stainless steel	20%	35%
b	Other	25%	35%
IV	Clad, coated or otherwise surface-worked:		
a	Galvanized	25%	35%
b	Lead-coated	25%	35%
c	Tinned	25%	35%
R	Sheets and plates, of a thickness of more than 3 mm., but less than 4·75 mm., and universal plates of high carbon steel:		
I	Not further worked than forged or hot-rolled	18%	28%
II	Not further worked than cold-rolled	20%	30%
III	Not further worked than polished, burnished or glazed	25%	35%
IV	Clad, coated or otherwise surface-treated:		
a	Galvanized	25%	35%
b	Lead-coated	25%	35%
c	Tinned	25%	35%
S	Sheets and plates, of a thickness of more than 3 mm., but less than 4·75 mm., of alloy steel (special steel):		
I	Not further worked than forged or hot-rolled:		
a	Of stainless steel	15%	28%
b	Other	18%	28%
II	Not further worked than cold-rolled:		
a	Of stainless steel	18%	30%
b	Other	20%	30%
III	Not further worked than polished, burnished or glazed:		
a	Of stainless steel	20%	35%
b	Other	25%	35%
IV	Otherwise worked	30%	40%
T	Sheets and plates of a thickness of less than 3 mm., neither clad, coated nor covered, of high carbon steel:		
I	Not further worked than hot-rolled or forged	18%	28%
II	Cold-rolled	20%	30%
III	Not further worked than polished, burnished or glazed	25%	35%
IV	Otherwise finished or worked	30%	40%
U	Sheets and plates, of a thickness of less than 3 mm., neither clad, coated nor covered, of alloy steel (special steel):		
I	Electrical sheets and plates	15%	25%
II	Other:		
a	Not further worked than hot-rolled or forged:		
1	Of stainless steel	15%	28%
2	Other	18%	28%
b	Cold-rolled:		
1	Of stainless steel	18%	30%
2	Other	20%	30%
c	Not further worked than polished, burnished or glazed:		
1	Of stainless steel	20%	35%
2	Other	25%	35%
d	Otherwise finished or worked	30%	40%
V	Sheets and plates, of a thickness of less than 3 mm., clad, coated or covered, of high carbon steel:		
I	Galvanized	25%	35%
II	Lead-coated	25%	35%
III	Tinned	25%	35%
W	Sheets and plates, of a thickness of less than 3 mm., clad, coated or covered, of alloy steel (special steel):		
I	Galvanized	25%	35%
II	Tinned	25%	35%
X	Hoop and strip, of high carbon steel:		
I	Hot-rolled	20%	30%
II	Cold-drawn or cold-rolled	25%	35%
III	Other	30%	40%
Y	Hoop and strip of alloy steel (special steel):		
I	Hot-rolled:		
a	Of stainless steel	18%	30%
b	Other	20%	30%
II	Cold-drawn or cold-rolled:		
a	Of stainless steel	20%	35%
b	Other	25%	35%
III	Other	30%	40%
Z	Wire of high carbon steel:		
I	Not clad, unworked or finished	20%	30%
II	Clad	25%	35%
III	Other	30%	40%
ZZ	Wire of alloy steel (special steel):		
I	Not clad, unworked or finished:		
a	Of stainless steel	18%	30%
b	Other	20%	30%
II	Clad	25%	35%
III	Other	30%	40%
73.16	Railway and tramway track construction material of iron or steel, the following: Rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bedplates and ties:		
A	Rails and check rails	20%	30%
B	Other:		
I	Sleepers	20%	30%
II	Fishplates and chairs, chair wedges, sole plates, rail clips, bedplates and ties	20%	30%
III	Switch blades, crossings (or frogs), crossing pieces, point rods and rack rails	20%	30%
73.26	Barbed iron or steel wire, twisted hoop or single flat wire, barbed or not, and loosely twisted double wire, of kinds used for fencing, of iron or steel	25%	35%
73.29	Chain and parts thereof, of iron or steel:		
A	Articulated link chain:		
I	For motor vehicles	10%	10%
II	For machinery	25%	30%
III	Other	25%	50%
74.06	Copper powders and flakes	10%	30%
75.01	Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes); nickel waste and scrap:		
C	Unwrought nickel	8%	20%
75.02	Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire:		
A	Wrought bars, rods, angles, shapes, and sections	18%	25%
B	Wire	20%	25%
75.03	Wrought plates, sheets and strip, of nickel, nickel foil; nickel powders and flakes:		
A	Wrought plates, sheets and strip:		
I	Of rectangular shape:		
a	Not further worked than rolled or hammered	18%	25%
b	Other	25%	30%
B	Nickel powders and flakes	8%	30%
75.04	Tubes and pipes and blanks therefor, of nickel; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel:		
B	Hollow bars	20%	30%
75.05	Electro-plating anodes, of nickel, wrought or unwrought, including those produced by electrolysis	10%	20%
76.01	Unwrought aluminium; aluminium waste and scrap:		

(Continued on next page)

COLOMBIA, *continued*

Tariff Heading	Description	Duty Old	Duty New
B	Unwrought aluminium:		
I	Aluminium alloy	8%	20%
II	Other	8%	20%
76.05	Aluminium powders and flakes	10%	30%
76.06	Tubes and pipes and blanks therefor, of aluminium; hollow bars of aluminium:		
B	Hollow bars	20%	30%
77.02	Wrought bars, rods, angles, shapes and sections, of magnesium, magnesium wire, wrought plates, sheets and strip, of magnesium, magnesium foil; raspings and shavings of uniform size, powders and flakes, and magnesium, tubes and pipes and blanks therefor, of magnesium; hollow bars of magnesium:		
A	Wrought bars, rods, angles, shapes and sections:		
I	Wrought bars and rods	18%	25%
II	Angles, shapes and sections	20%	25%
III	Hollow bars	20%	30%
B	Wire	20%	25%
C	Wrought plates, sheet and strip	18%	25%
E	Powders and flakes	8%	30%
F	Raspings and shavings of uniform size	10%	30%
77.04	Beryllium, unwrought or wrought, and articles of beryllium:		
A	Unwrought	10%	20%
78.01	Unwrought lead (including argentiferous lead); lead waste and scrap:		
A	Lead waste and scrap	8%	20%
B	Unwrought lead:		
I	Lead-based alloys	8%	20%
II	Other	8%	20%
78.02	Wrought bars, rods, angles, shapes, and sections, of lead; lead wire;		
A	Wrought bars, rods, angles, shapes and sections	18%	25%
B	Lead wire	20%	25%
78.03	Wrought plates, sheets and strip, of lead:		
A	Cut to rectangular shape	18%	25%
78.04	Lead foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight per square metre (excluding any backing) not exceeding 1,700 grams; lead powders and flakes:		
A	Lead foil:		
II	Other	20%	30%
B	Lead powders and flakes	8%	30%
78.05	Tubes and pipes and blanks therefor, of lead, hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends), of lead:		
C	Hollow bars	20%	30%
79.01	Unwrought zinc; zinc waste and scrap:		
A	Zinc waste and scrap	8%	20%
B	Unwrought zinc	8%	20%
79.02	Wrought bars, rods, angles, shapes and sections, of zinc; zinc wire	18%	25%
79.03	Wrought plates, sheets and strip, of zinc; zinc foil; zinc powders and flakes:		
A	Wrought plates, sheets and strip:		
I	Cut to rectangular shape:		
a	Not further-worked than rolled	18%	25%
B	Zinc powders and flakes	8%	25%
79.04	Tubes and pipes and blanks therefor, of zinc: hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of zinc:		
C	Hollow bars	20%	30%
80.01	Unwrought tin: tin waste and scrap:		
A	Tin waste and scrap	8%	20%
B	Unwrought tin:		
I	Tin-based alloys	8%	20%
II	Other	8%	20%
80.02	Wrought bars, rods, angles, shapes and sections, of tin: tin wire	18%	25%
80.03	Wrought plates, sheets and strips, of tin:		
A	Wrought plates and sheets of square or rectangular shape	18%	25%
80.04	Tin foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight per square metre (excluding any backing) not exceeding 1 kg.; tin powders and flakes:		
A	Tin foil	20%	30%
B	Tin powder and flakes	8%	30%
80.05	Tubes and pipes and blanks therefor, of tin; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of tin:		
C	Hollow bars	20%	30%
81.01	Tungsten (wolfram), unwrought or wrought, and articles thereof:		
C	Wire and filaments	15%	20%
D	Plates, sheets, strip, tubes and pipes	20%	25%
84.18	Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gasses:		
B	Filtering and purifying machinery and apparatus for liquids or gasses:		
II	For use in other engines	15%	40%
IV	Filter presses	15%	25%
85.18	Electrical capacitors, fixed or variable:		
A	Fixed:		
I	Insulated with paper, mica or ceramic materials	20%	30%
II	Electrolytic capacitors	20%	30%
III	Other	20%	30%
B	Variable	20%	30%
85.21	Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes): photocells; crystal diodes, crystal triodes and other crystal valves (for example, transistors); mounted piezo-electric crystals:		
A	Thermionic, cold cathode and photo-cathode valves and tubes:		
I	Cathode-ray television tubes	30%	50%
II	Other	20%	30%
B	Photocells	20%	30%
C	Crystal diodes, crystal triodes and other crystal valves (for example transistors):		
I	Transistors	20%	30%
II	Other	20%	30%
D	Mounted piezo-electric crystals	20%	40%
E	Parts	20%	40%
90.20	Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high-tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like:		
F	X-ray examination or treatment tables, chairs and the like	—	25%
91.01	Pocket-watches, wrist-watches and other watches, including stop-watches:		
B	With cases of base metal gilt, silvered or plated with other base metals, or with cases of other materials:		
II	Other	50%	80%
91.07	Watch movements (including stop-watch movements), assembled	45%	80%
91.09	Watch cases and parts of watch cases, including blanks thereof:		
B	Of base metal, whether or not gilt or silvered	50%	80%
91.11	Other clock and watch parts:		
A	Pendulum clock movements, unfinished	40%	80%
B	Jewels, natural or synthetic	45%	80%
C	Other parts for pendulum-movement clocks	45%	80%
D	Other	45%	80%
92.12	Gramophone records and other sound or similar recordings; matrices for the production of records, prepared record blanks, film for mechanical sound recording, prepared wires, tapes, strips, and like articles of a kind commonly used for sound or similar recording:		
A	Prepared record blanks, not recorded:		
I	Discs:		
a	Matrices and moulds for making records	40%	40%
b	Other	40%	40%
II	Other: (electro-magnetic tapes, wires, strips, etc.)	40%	40%
B	Records:		
I	Matrices and moulds for producing discs	40%	40%
II	Other:		
a	Records for teaching purposes	40%	40%
b	Electro-magnetic tapes, wires, strips, etc.	40%	80%
c	Other	80%	80%
98.05	Pencils (other than pencils of heading No. 98.03), pencil leads, slate pencils, crayons and pastels, drawing charcoals, and writing and drawing chalks, tailors' and billiards chalks:		
B	Pencil leads; crayons and pastels; drawing charcoals	20%	25%

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of March 18.*

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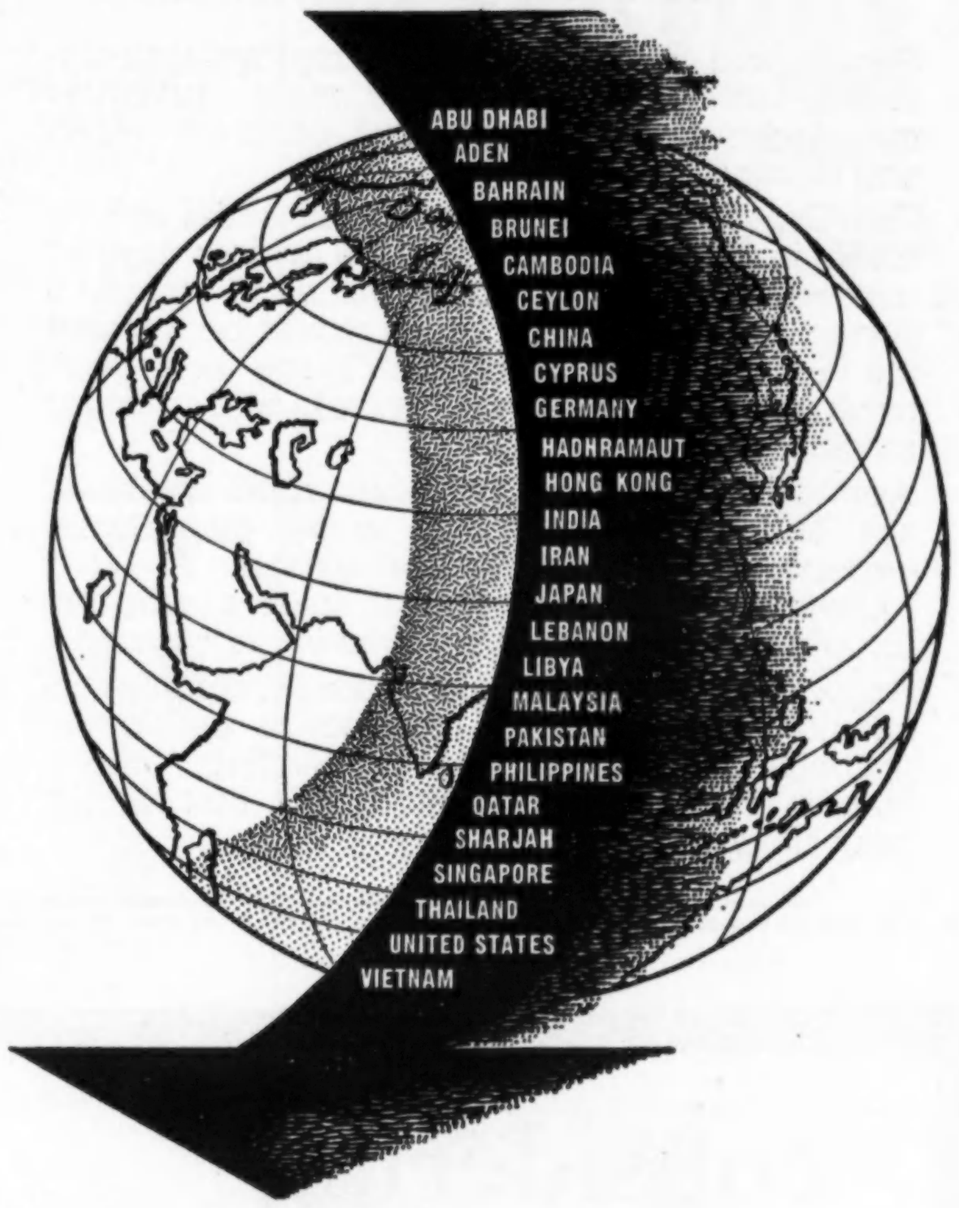

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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

SENIOR ASSISTANT
to the
EXPORT SALES MANAGER

Stanton and Staveley, Limited employs approximately 15,000 people, the main products manufactured being iron and concrete pipes and fittings.

The Company has built up a substantial export trade in past years covering a wide range of overseas markets and now wishes to appoint a Senior Assistant whose duties would be to assist the Export Sales Manager. There are good prospects for overseas travel and further advancement.

Applicants should be between 25/35 years of age and should have had some commercial experience — preferably in export. A good knowledge of French and at least a working knowledge of German and Spanish is required.

Applications, which will be treated in confidence, should give details of experience and qualifications. Please write to the Staffing Officer, Stanton and Staveley, Limited, P.O. Box No. 72, near Nottingham

ECUADOR

Prior deposits on imports

IT HAS BEEN reported by HM Embassy at Quito that by a Monetary Board resolution certain goods are to be prohibited. This list of goods includes condensed milk, certain dried vegetables, beeswax, sausage meat, meat extracts, certain preserved fish, chewing gum, mushrooms, preserved fruit, fruit juice, disinfectants, insecticides, etc., with a pyrethrum base, wax, lamps, locks, buckles, furniture (assembled or not), components and spare parts for record players and coin-operated electrical apparatus.

The Monetary Board decided that the importation of all goods at present included in List II will have to be paid for in foreign currency purchased on the free market, and import licences will not be granted until the full c.i.f. value of the goods to be imported has been deposited in foreign currency. Deposits of 70 per cent or 140 per cent of the c.i.f. value in local currency no longer have to be made. Also the Monetary Board has decided to subdivide List I into two parts, one including goods on which the amounts which importers have to deposit with the Central Bank when applying for import licences will remain at 50 per cent; the other, including goods on which the prior deposit will be reduced to 25 per cent. A special committee is to be entrusted with the study as soon as possible of the items which will benefit by this preferential treatment in List I.

CANADA

Preferential treatment of British goods

TELEGRAPHIC ADVICE has been received from Ottawa that the Canadian Minister of National Revenue has waived for the time being the present rule requiring the direct shipment of goods qualifying for British Preferential Tariff treatment. Full details will be published when received.

Inquiries relating to the above notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2629).

considering
Canada?
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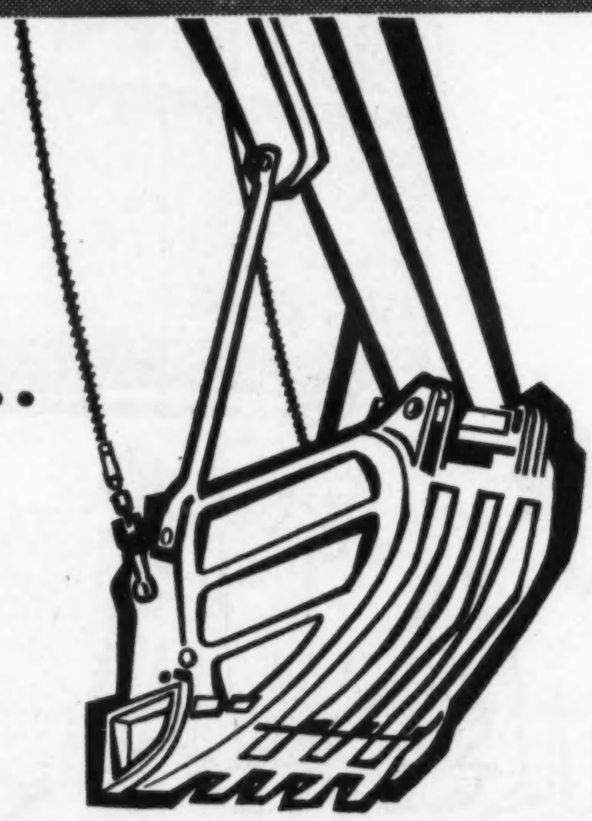

Consult us at the ground-work stage. Use the co-ordinated services of Royal Bank's over 1000 branches throughout Canada. There are many ways in which we can provide practical help to anyone wishing to begin, or extend, business interests in Canada. Enquire at either of our two London offices.

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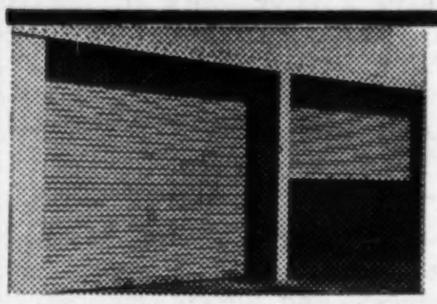
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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Gas and liquid control valves for Industrial, Nuclear and Research Engineering. Pressure reduction valves for all industrial gases.

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Davis Road, Chessington, Surrey
Telephone: Lower Hook 6151

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Speciality millboards and fibreboards for Industry uses:
BOOK BINDINGS RADIO BACKS PIPE JOINTING
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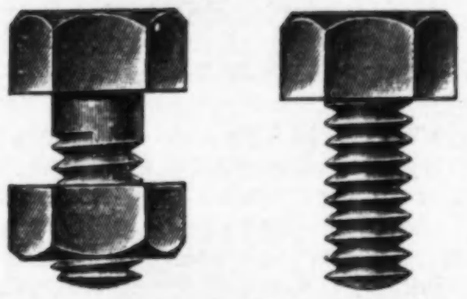
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES.
JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

Fabricators in sheet steel and plate, stainless steel, aluminium
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C. E. Turner (Engineers) Ltd
Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

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Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581
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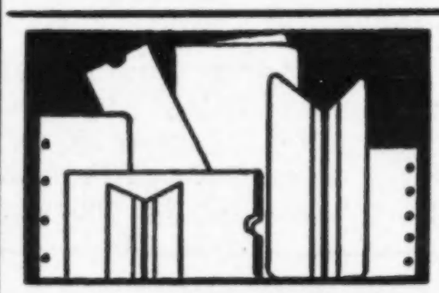
Manufacturers of locks, latches, non-ferrous door and window fittings, and overhead door closers.

Josiah Parkes & Sons Ltd.
Union Works, Willenhall, Staffs
Telephone: Willenhall 66931



PVC Wallets and Containers
Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.
Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

'Made in Canada' ruling

The following ruling has been made in Canada for Canadian customs purposes.

Of a class or kind 'made in Canada'.

Scrap Granulators, also known as Scrap Grinders as used to reduce plastic rubber and other similar scrap materials, with throat capacities 8in. by 10in. to 12in. by 18in. all dimensions inclusive.
(Ruling effective June 20, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51-10-1 dated May 19, 1966.

Value for duty on rifles

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1966-805 dated May 5, 1966, pursuant to Section 37A of the Customs Act, prescribing that the value for duty of rifles and accessories therefor from the United Kingdom of Great Britain and Northern Ireland, as determined under Section 36 of the Customs Act, be reduced by deducting therefrom an amount equal to 20 per cent of the said value. Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2698).

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received from Barbados a copy of an order which amends Part III of the First Schedule to the Customs

(*Continued on next page*)

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

FOR SALE. 500 ton cap. Mild Steel Storage Bunker in almost new condition. 400 ton cap. Mills Hydraulic Press. New 1959. Exceptional condition. Further details and price from C. M. Hartshorne & Co. Ltd., Meltham, Huddersfield. Phone Meltham 537.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308-5960.

TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel. Arnold 4273.

INDUSTRIAL SINGER SEWING MACHINES supplied. We also stock slightly used and reconditioned machines. Part Exchanges welcome. All inquiries receive prompt attention. Authorized suppliers of Singer Industrial Products. ALFRED SHAD SEWING MACHINES CO. LTD., 50 Berwick Street, London, W.1. GER 0334 and 9357.

EXPORT TO WEST GERMANY 59 million inhabitants. A large potential for all kinds of quality products. A unique on-the-spot service to British manufacturers in almost any branch of the trade. Short or long term arrangements. Very reasonable charges. First class references. Export Development Bureau, Hans-Sachs-Strasse 4, Cologne-Lindenthal. (Tel. 413911).

EXPORT EXECUTIVE AVAILABLE. M.I. Ex., age 39, 17 years experience all aspects overseas selling. Personal knowledge Africa, Europe, Middle East, North America, Australia, immediately available. Completely mobile, location immaterial. Box M10777, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel. Simonswood 2157 (6 lines).

SEYMOUR INTERNATIONAL SUBSCRIPTIONS – the World-Wide Subscription Service for newspapers and periodicals. Learn what's going on in your Export Markets through their domestic trade and technical journals and from similar publications of competitor foreign countries sharing those markets. 334, Brixton Road, London, S.W.9. Redpost 4444.

LOCATION MAPS – A considerable boon to industry and commerce at home and abroad. Details of our specialized 'How to Find Us' map service supplied upon request. Fyffe Industrial Location Maps, Bourne Chambers, St. Peter's Road, Bournemouth, England. Tel. 25226.

LARGE QUANTITY of DOMESTIC SEWING MACHINES for disposal. Complete with accessories. Box S6322.

NISSEN TYPE BUILDINGS 66′ x 24′ and 36′ x 16′. We carry a large stock of unused buildings of various lengths for immediate despatch. ROMNEY BUILDINGS 96′ x 35′. Other lengths available. Naylors (Bilston) Ltd., 204, Wolverhampton Street, Bilston, Staffs. Tel. Bilston 41689-42448.

REDUNDANT PLANT WANTED. Machine tools, sheet metal machinery, foundry and forging plant, cranes and lifting equipment, electric motors, transformers, switchgear, etc. Specialists in difficult dismantling operations. Prompt inspection and settlement. C. M. Hartshorne & Co. Ltd., Meltham, Huddersfield. Phone Meltham 537.

PACKING IMPROVEMENTS LTD., 26 BLOSSOM STREET, MANCHESTER, 4. Suppliers of Cellulose and Polypropylene Film in Sheets and Reels to your own sizes. Home and Export. Central 6880.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

SALES PROMOTION. Subsidiary to an old established company with extensive connections in the former French West African territories would be ready to favourably consider acting as representatives to manufacturers of suitable consumer goods desirous of introducing or expanding their sales in these markets. Sales promotion, market research, etc., undertaken by an organization specialized in this field. Box M10783.

BARBADOS, *continued*

Act, 1962 (Table of Exemptions from Duty) by inserting the following new paragraph immediately after the paragraph beginning 'All equipment, spares and parts imported by Computing Devices':

'All equipment, spares and parts imported by Computing Devices of Canada Limited for the provision of a Meteorological Facsimile Receiving Station at Seawell Airport on the certificate of the Meteorologist that the same are imported exclusively for the use and operation of the said Station.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	8 April 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	8 April 1966
Distributive and service trades (Q)	14 Jan. 1966
Annual inquiry (A)	31 Dec. 1965
Expected capital expenditure (6-M)	28 Jan. 1966
Catering trades turnover (M)	20 May 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
Income and finance (Q)	6 May 1966
New companies registered (M)	29 April 1966
Credit:	
Instalment credit business (M)	13 May 1966
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 Mar. 1966
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ECGD business (Q)	4 Feb. 1966
Film industry:	
British Film Fund Agency returns (M)	29 April 1966
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
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Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	18 Mar. 1966
Foreign trade of the UK:	
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Hire purchase:	
Assets and liabilities of HP companies (Q)	20 May 1966
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Laundries and dry cleaners turnover (M)	20 May 1966
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Assets (A)	9 July 1965
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Manufacturers' wholesalers' and distributors' (Q)	8 April 1966
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Average prices of selected commodities (A)	25 Feb. 1966
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	18 Mar. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	18 Mar. 1966
Directory of Board of Trade departments and their work	This week
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	24 Dec. 1965

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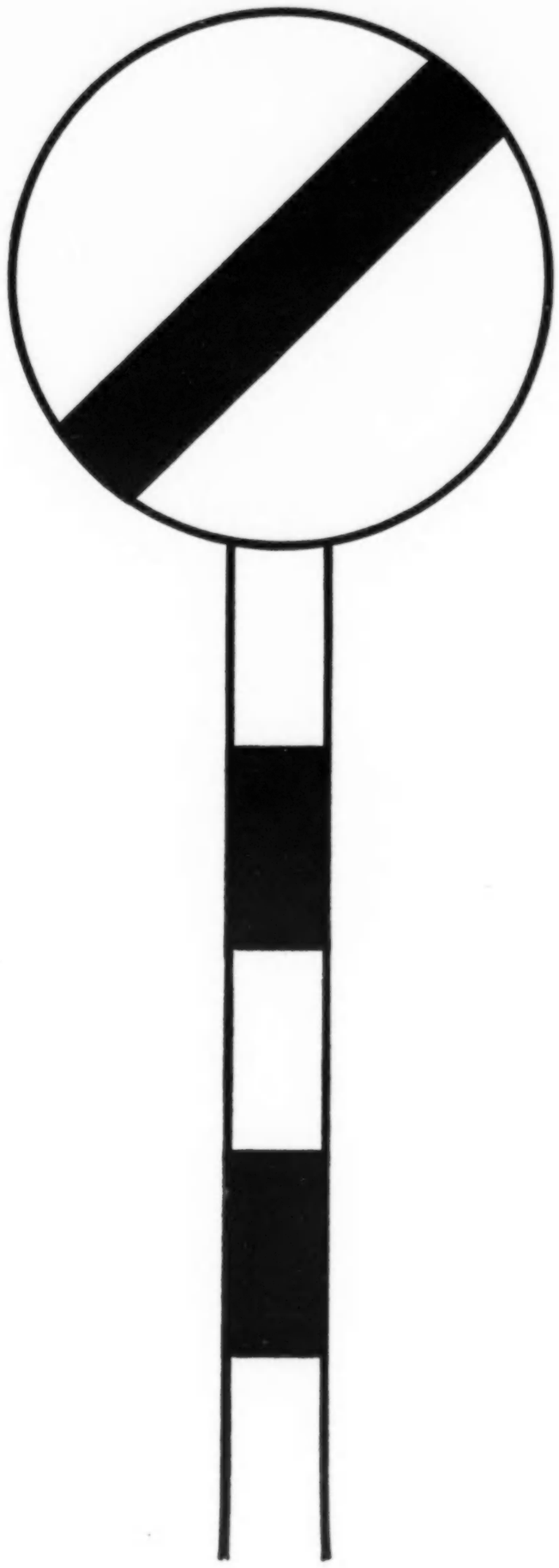

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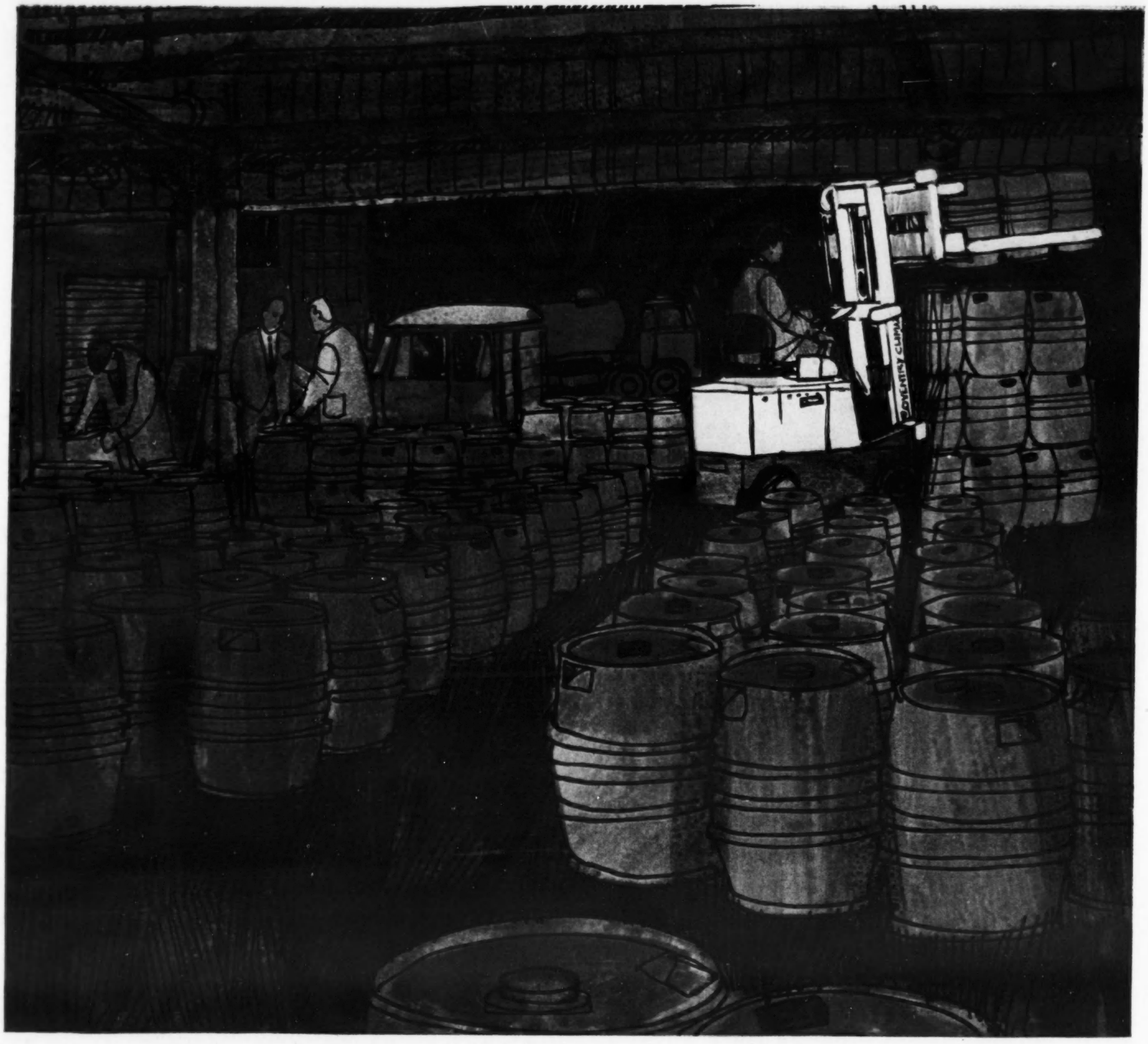

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